

THE TIMES Tomorrow



An actress in her prime

Long after Miss Brodie, but still very definitely in her prime, Maggie Smith talks of her starring role in a lavish film version of E.M. Forster's A Room With A View, which is opening here soon.

Getwick boom Jobs galore, but no-one to fill them

Portfolio

The Times Portfolio daily competition prize of £2,000 was shared yesterday between Mrs B Newcomb of Colchester, Essex, and Mr C D Allen of Eastleigh, Hants. Portfolio list, page 20; how to play, information service, back page.

Leak puts Sellafield on alert

The nuclear waste plant at Sellafield, in Cumbria, was put on 'amber alert' yesterday, indicating that a radiation leak had occurred. British Nuclear Fuels said later the incident was restricted to one building. Traces of plutonium had escaped from a section of the chemical reprocessing plant.

Reagan under Tass lash

The Soviet news agency Tass launched its strongest attack on President Reagan since last November's summit, accusing him of delivering a militaristic State of the Union message which ignored the Kremlin's latest arms initiatives and encouraged big business at the expense of social programmes.

Stamp saving

The 1p reduction in the price of second class stamps made in November is to continue until the beginning of July, the Post Office announced yesterday.

Will that mean the end of PUBLIC BATHS?

Pound lifts

Sterling steadied against the dollar to close higher at \$1.3910, but weak North Sea oil prices pushed it to a new closing low of DM3.3175.

Irish zeal

Barry McGuigan, the Irishman who defends his world featherweight title in Dublin next week, is a man still charged with ambition.

The new breed

A new breed of employees is needed in Britain's expanding big stores, says Angus Clark, a director of the Sainsbury supermarket chain in an introduction to today's six-page General Appointments section.

Table with 2 columns: Page number and Page number. Includes Home News, Overseas, Arts, Books, Bridge, Business, Court, Crosswords, Diaries, Features, and Law Report.

Armstrong explains regret over Westland

Sir Robert Armstrong, Cabinet Secretary and head of the Civil Service, made an unusually strong plea to the Commons Defence Select Committee yesterday not to be unfair and demand evidence from five civil servants involved in the Westland leaked letter affair.

Strong plea for 5 civil servants

Sir Robert Armstrong, Cabinet Secretary and head of the Civil Service, made an unusually strong plea to the Commons Defence Select Committee yesterday not to be unfair and demand evidence from five civil servants involved in the Westland leaked letter affair.



Sir Robert Armstrong, who faced tough cross-examination.

With Mrs Thatcher's private parliamentary secretary and government whips listening to the evidence session, Sir Robert said: "It would have been much better not to have disclosed the information that way."

Hammond blames printing unions

Mr Eric Hammond, the electricians' leader, last night blamed the print unions for their "bad judgement and incompetence" in putting 5,000 print workers on the dole.

Channon pledges early end to Leyland controversy

Mr Paul Channon, Secretary of Trade and Industry, last night promised an early end to the Ford and Austin talks.

Runcie praises church report on inner cities

The Church of England's controversial report on Britain's inner cities was the most "prophetic survey of a major social issue" for a generation, the Archbishop of Canterbury, Dr Robert Runcie, told the General Synod yesterday.

Helicopters collide in air

Five people escaped serious injury in accidents involving three civilian helicopters yesterday.

Italy 'expels Russians'

The Italian Government is believed to have expelled a Soviet diplomat and the Rome station manager, Aeroflot, for spying.

Poisoned bats in rafters create legal history

The demise of a colony of bats roosting in the rafters of a century old cottage resulted yesterday in a piece of legal history.

Pound lifts

Sterling steadied against the dollar to close higher at \$1.3910, but weak North Sea oil prices pushed it to a new closing low of DM3.3175.

Irish zeal

Barry McGuigan, the Irishman who defends his world featherweight title in Dublin next week, is a man still charged with ambition.

The new breed

A new breed of employees is needed in Britain's expanding big stores, says Angus Clark, a director of the Sainsbury supermarket chain in an introduction to today's six-page General Appointments section.

Tories plan to raise £7bn in water sell-off

The Government yesterday unveiled plans for selling the water industry to the private sector, expected to be its biggest act of privatization since it was elected in 1979.

The ten water authorities of England and Wales, whose assets are valued at £27 billion, are to be transferred to private ownership under legislation to be introduced initially they will become public limited companies, and then floated off individually at what the Government considers the most appropriate time.

Mr Kenneth Baker, Secretary of State for the Environment, told the House of Commons that the authorities were now fit and ready to join the private sector. Their privatization would bring benefits to the customers, to the industry and to the nation in improved quality, more efficient service, greater commitment of the staff and more awareness of customer preference.

Italy 'expels Russians'

The Italian Government is believed to have expelled a Soviet diplomat and the Rome station manager, Aeroflot, for spying.

Mr Viktor Kopytin, first secretary in the administrative department of the Soviet Embassy since September 1984, left Rome yesterday.

It was also revealed yesterday that Mr Andrei Chelukhin, aged 40, who besides being station manager was described as assistant to

Even Soviet citizens have been expelled from Italy since 1970. Last year a correspondent of L'Espresso left suddenly without publicity.

Runcie praises church report on inner cities

The Church of England's controversial report on Britain's inner cities was the most "prophetic survey of a major social issue" for a generation, the Archbishop of Canterbury, Dr Robert Runcie, told the General Synod yesterday.

The commission's fieldwork has been wide-ranging and highly professional; its findings well-informed and authoritative; and its recommendations comprehensive and unanimous," he said.

It was a "great challenge to our church and our nation". It presented powerfully the Church's duty both to act and cry aloud for State action

in situations in which there was a "concentration of poverty and deprivation".

On the first day of the two-day debate on the report, Faith in the City, speaker after speaker added details and endorsed the archbishop's approval. The report appeared in December accompanied by strong criticism from Conservative Party sources, and these were echoed in the debate yesterday by Mr John Stokes, Conservative MP for Halesowen and Stourbridge.

Mr Stokes said he was dismayed by the exaggerations in the report.

A spokesman for the nature conservancy council said the decision of the magistrate was a warning to all workmen to take care in buildings which could hold bats or other declining species of animals.

SAAR SOUTH AFRICAN AIRWAYS logo and contact information.



Back problems 'cost industry £1,000m a year in lost output'

Back pain is costing the country at least £1,000 million a year in lost industrial output and the National Health Service at least £156 million a year to treat, Which? the Consumers' Association magazine, said yesterday. Yet, a decade after a Department of Health working group said research into the problem should be a high priority, little headway has been made in finding effective treatments for the majority of sufferers. In a survey of 2,000 members, Which? found that nearly a half had suffered back pain in the past and a third said they either suffered from it now or in the previous 12 months. Slightly more than one in ten said they suffered from it all or most of the time. Sixty per cent of those who had suffered back pain had sought treatment from the health service but nearly a quarter of those were dissatisfied with the treatment received. The main worry was that doctors simply did not know enough about how to treat it. Surprisingly few had tried "alternative" treatments, given the reported popularity of complementary therapies. Just 6 per cent had visited an osteopath and less than 3 per cent a chiropractor. Which? argues that teaching on prevention must start in schools, as a quarter of sufferers said the pain began in their teens or earlier, and more emphasis must be put on prevention at work. Thirty per cent of men said their back pain started after an accident, 26 per cent saying it was due to the nature of their work, and 23 per cent blaming lifting and carrying. Among women, 28 per cent blamed the start of their trouble on pregnancy or gynaecological problems.

Food poisoning up by 45%

The number of reported cases of food poisoning rose by 45 per cent between 1982 and 1984, Dr. Donald Acheson, the Government's chief medical officer, says today in his annual report on the state of the public health. The increase from 13,576 cases in 1982 to 19,744 in 1984 may be due in part to increased laboratory investigations and to better reporting, Dr Acheson said. But the rise in laboratory reports matches the rise in formal notifications suggesting that at least part of the increase was real. The report period covers the Stanley Royd hospital outbreak at Wakefield in which 19 patients died and more than 460 patients and staff became ill. But there was a decrease of more than half in the number of hospital outbreaks between 1979 and 1983. The report says that the need to cut smoking among teenagers is one of the most urgent problems that health ministers face. Smoking among adults is continuing to decline, although at a slower rate than in previous years. But "figures show that about a third of young people are smoking regularly when they are 19. Studies to throw light on the influences that start young people smoking, and to find effective ways to discourage them, must continue because it is the largest avoidable hazard in Britain today and causes about 100,000 deaths a year", he says. The report records that the number of people dying from heart disease in England and Wales is the third highest in the EEC and Scandinavian countries. The Consumers' Association yesterday joined the campaign to end Crown immunity for hospital kitchens. It is supporting the private member's Bill tabled by Mr Richard Shepherd, Conservative MP for Aldridge-Brownhills, which would allow Crown property to be inspected and prosecuted for breaches of hygiene regulations. On the State of the Public Health 1984 (Stationery Office, £7.30).



The Princess of Wales and Miss Sarah Ferguson, a friend of Prince Andrew, paying an unexpected visit to the Prince's ship, HMS Brazen, in the Pool of London yesterday. The frigate docked on Tuesday for a four-day stay.

Man tells of finding stab victim

A student who tried to help Mrs Carol Martin after she was fatally stabbed more than 50 times told yesterday of his horror when he found her. Stuart Hopkins, aged 19, said there was nothing he could do medically to assist Mrs Martin, aged 38 and the mother of two children. Mr Hopkins, of Rush Lane, Churchill, Redditch, Hereford and Worcester, said he cradled Mrs Martin's head and tried to comfort her as she tried unsuccessfully to tell him something. He found Mrs Martin, an accountant's wife, dying on the eighth floor of a car park on Monday in Redditch. Mr Hopkins said: "I felt sickened to see the way she was."

Two police bitten by 'Aids' man

Two police officers were ordered off duty yesterday after being bitten by a man claiming to have Aids. Greater Manchester Police said the officers, one aged 30 and the other aged 26, and both with two children, were involved in a disturbance in the city last night. Tests on the man who bit them were being carried out yesterday. The police said appropriate treatment would be organized for the officers, who have not been named. A police spokesman said the officers, both from north Manchester, went to Whiteley Road, Collyhurst, at just before midnight when they were involved in a struggle with one of two men. Both men were arrested and one told them he had Aids. The spokesman added that a man had been charged with being drunk and disorderly and two counts of assault and had appeared before Manchester City magistrates earlier yesterday. Britain's first main conference on Aids will be held in Newcastle upon Tyne next week. Up to 450 delegates, representing doctors, nurses, dentists and social workers, will attend the three-day event at Newcastle Civic Centre from Tuesday. The conference has been organized by Dr Peter Jones, director of the Northern Region Haemophilia Service based at Newcastle's Royal Victoria Infirmary.

Girl hit by ruler fails in claim

A schoolgirl who suffered permanent damage to an eye when a boy in her class struck her with a ruler was not entitled to damages against the education authority, a judge held in the High Court yesterday. But Deputy Judge Titheridge QC said that he would have awarded Kelly Bonnett, aged 12, of Bury St Edmunds, Suffolk, £15,000 if negligence had been proven. He said the girl, a pupil at Hardwick Middle School, was sitting on a cupboard swinging her legs when a boy, aged nine, ran into the room, tripped over her legs and fell. He then picked up a ruler and struck her. The British Dental Association said yesterday it would be writing to local health and education authorities advising them not to show the film to schoolchildren. Mr Tom Dowell, chairman of its dental health and science committee, said: "The film is grossly misleading and a deliberate attempt to minimize the dangers done to teeth by sugar."

Sugar men take a sour line on apples

An apple a day won't keep the dentist away and may do more harm to teeth than a bar of chocolate, according to a new message being aimed at schoolchildren by the sugar industry. But the advice was strongly attacked by the Health Education Council as a "deliberate attempt to mislead" yesterday, with leading dentists joining the criticisms. A video film which is being sent to 200 health educationists and being advertised in more than 6,000 secondary schools claims that sugar is not the main cause of tooth decay. The film has been produced by the Sugar Bureau, which represents the industry in Britain, and features a consultant dental surgeon at Bristol University, Mr Marshall Midda. Mr Midda believes that giving up sugar is an unrealistic measure in avoiding tooth decay as it is only one of a range of foods which feeds bacteria. Potato crisps, water biscuits, and even apples can do as much if not more harm, he says. The film has been produced to counter some of the messages from campaigning groups such as the Health Education Council. The British Dental Association said yesterday it would be writing to local health and education authorities advising them not to show the film to schoolchildren. Mr Tom Dowell, chairman of its dental health and science committee, said: "The film is grossly misleading and a deliberate attempt to minimize the dangers done to teeth by sugar."

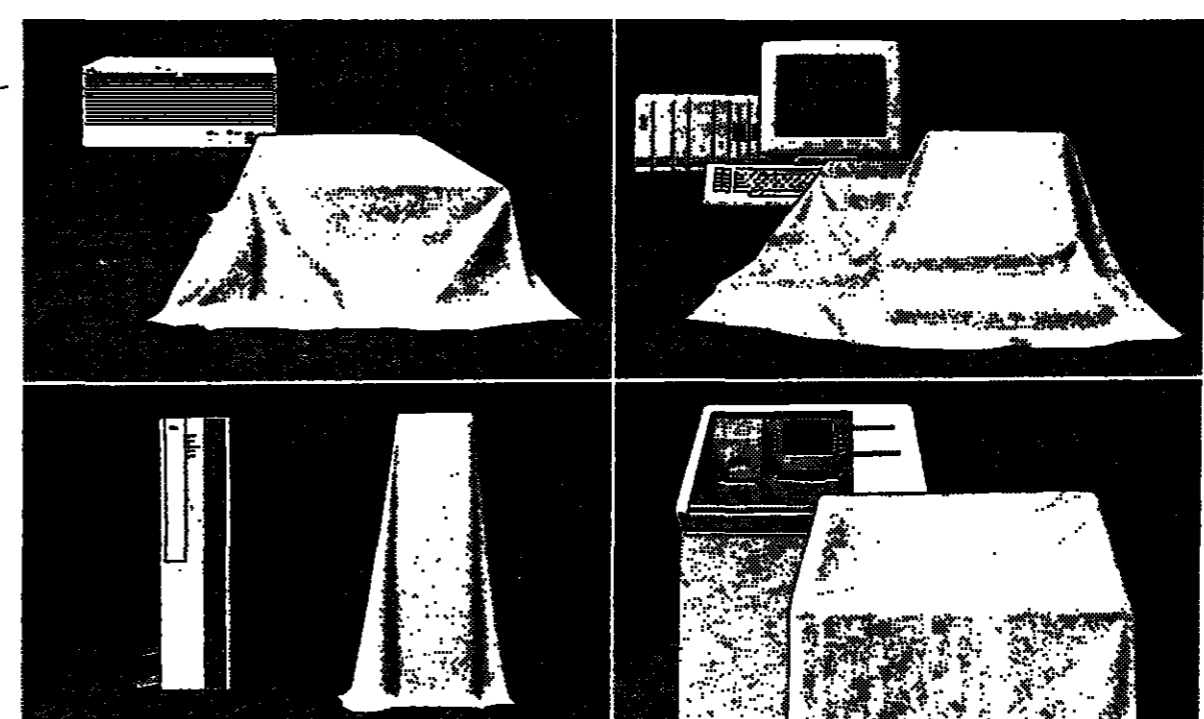
Buyers warned on car import deals

An increasing number of motorists trying to buy cheap new cars on the Continent are being "ripped off" by import agents and some have paid thousands of pounds for a car they never got, the Consumers' Association said yesterday. It called on import companies to form a trade association with powers to police a code of conduct drawn up with the guidance of the Office of Fair Trading. The association has been one of the most outspoken advocates of so-called "grey imports" to force car manufacturers to reduce unjustifiably high car prices in Britain. Since 1980, an estimated 200,000 cars have been imported in that way. But the association's Which? magazine reported yesterday that 39 motorists had written recently complaining of the methods used by import companies. They include a motorist who was asked to pay an extra £315 for a manufacturer's nonexistent price increase and a woman who paid £4,393 and then lost every penny when the company went into voluntary liquidation. In all, its customers had paid £200,000 for cars they never received. Another motorist paid £4,000 and waited in vain for 14 months for an MG Metro. Finally, he received a demand for an additional £290 because of a change in the manufacturer's specification. Among companies named were Trans-Car International, of Perthshire, which went into liquidation last February with 50 customers waiting for cars for which they had paid £100,000, and Wesco, of Liverpool which was forced to close after a Department of Trade and Industry investigation into why 200 customers had paid deposits and not received cars. Another problem spotlighted was the difference in trim and specifications between British and continental models of the same make. The magazine reported: "Besides being illegal, this can also be dangerous. Don't accept a car if you are not convinced that it meets British specification. You'll be buying a lot of trouble." It questioned 51 companies involved in car importing. Only 26 replied with details of their methods of doing business. Between them they handle £80 million of motorists' money. Which? lists them without guidance or recommendation. Readers are left to make up their own minds from the information published. Despite the dangers, Which? says there are still considerable savings to be made by importing. Most import firms have not left their customers "high and dry", but choosing a reliable one was still not easy.

Woman's £26,000 damages

A woman who accused the police of assaulting her won £26,000 damages in the High Court in London yesterday. Mrs Lorna Lucas, aged 46, claimed she was assaulted when police arrested her after an incident in a builder's office where she had gone to complain about repair work. Mrs Lucas, of Upland Road, East Dulwich, south London, had sued Sir Kenneth Newman, the Metropolitan Police Commissioner. The jury awarded her £10,000 for the assault in the eighth floor of a car park on Carberwell in August 1981, and £1,000 for false imprisonment. She was also awarded £15,000 exemplary damages after the jury found that she had been prosecuted for assault. The controversy stems from the purchase by the museum of four tapestry cartoons. The History of Aeneas, said to be by Rubens but variously described as rubbish or a major discovery. The "witchhunt" allegation was made by Professor Michael Jasse, director of the FitzWilliam Museum, Cambridge, and a Rubens authority.

HOW TO INVEST IN THE FUTURE AND CAPITALISE ON THE PAST



More than ever, deciding on a computer system is a balancing act. Naturally, you want a system that incorporates the latest technology. But often, it also has to be technology that will operate with existing equipment. It has to be technology with a future - otherwise you'll find yourself repeating the exercise sooner than you think. And it has to be technology operating on a common standard, otherwise you're cut off from a vast selection of software and peripherals. It's the ability to get the balance right that has made NCR a computer major. From the birth of the first fully transistorised computer (which NCR developed), it's been our policy to combine a series of brilliant technical innovations with the most popular industry standards (such as Unix\*). And to back them with comprehensive support including field engineering, education, training and even business forms. In 1986, the policy continues. With an important new workstation, a new Tower super-micro, and a new business mainframe computer all due for release. Along with other computer-based products in an area NCR has made its own: electronic cash dispensing. All leading-edge products; all compatible with what has gone before, and is to come. For full details simply contact us on 01-724 4050.



Leading with technology, without leaving you behind

NCR Limited, 206 Marylebone Road, London NW1 6LJ.

'Torso in the tank' killer loses appeal

Ernest Clarke, who was sentenced to life imprisonment for the "torso in a tank" murder which was highlighted by BBC television's Rough Justice programme, must stay in jail, the Court of Appeal ruled yesterday. After two days reconsidering the evidence, Lord Justice Lawton said it was inconceivable that the murder could have been committed by anyone else. Clarke, aged 55, from Hull, and formerly of Anderson Street, South Shields, was convicted at Newcastle Crown Court in 1980 for the murder of Eileen McDougall, aged 16, whose dismembered body was found in a fuel storage tank where Clarke worked. He has always denied the murder and challenged his conviction on the ground that the circumstantial evidence involved made it unsafe and unsatisfactory. But the judge said it was obvious from the uncontroverted fact that the killer must have known the girl. He must also have been fit and active with a knowledge of the site. "There can be just one conclusion. Nobody else but this appellant could have committed the murder." Mr Justice Mars-Jones and Mr Justice Michael Davies agreed and the appeal was dismissed.

Art witchhunt is alleged

One of Britain's leading art experts yesterday accused the National Museum of Wales of conducting a "witchhunt" after hearing that Dr Peter Cannon-Brookes, its keeper of art, has been suspended while an inquiry is held into his department. The controversy stems from the purchase by the museum of four tapestry cartoons. The History of Aeneas, said to be by Rubens but variously described as rubbish or a major discovery. The "witchhunt" allegation was made by Professor Michael Jasse, director of the FitzWilliam Museum, Cambridge, and a Rubens authority. The Broadcasting Complaints Commission has upheld part of a complaint against the BBC programme Taking Sides by Mrs Victoria Gillick, who campaigned unsuccessfully to make illegal without parental consent the prescription of contraceptives to girls aged under 16. The commission considered that the description of the programme given to Mrs Gillick before the broadcast on November 29, 1984, did not adequately describe its aim.

Complaint by Gillick upheld

The Broadcasting Complaints Commission has upheld part of a complaint against the BBC programme Taking Sides by Mrs Victoria Gillick, who campaigned unsuccessfully to make illegal without parental consent the prescription of contraceptives to girls aged under 16. The commission considered that the description of the programme given to Mrs Gillick before the broadcast on November 29, 1984, did not adequately describe its aim.

Legislation sought on wine

The Government should legislate on how much wine goes into a glass because the voluntary code introduced by the trade plainly is not working, the Consumers' Association says today. After pressure from the association about sales by the glass, a group of trade organizations introduced a voluntary code in May 1984. Which? magazine says. The code recommended that quantities should be given with prices, that glasses should conform to sizes listed in the Weights and Measures Act, and that no establishment should sell wine by the glass in more than two measures. A survey conducted shortly after the code was introduced showed "only a tiny proportion of premises following the main provisions, and the vast majority of bar and restaurant staff unaware even of its provisions". The expected considerable improvement, has not materialised and a second survey late last year showed only a tiny improvement the magazine said. Fewer than one in seven premises complied with the code, fewer than one in six displayed both quantity and price, and in almost half the premises staff were still not aware of the code. Taxation is strangling the fortified wine trade in Britain and sales slumped by almost a fifth last year, equivalent to 30 million bottles, the industry says.



Election campaign: The Philippines

'If you want violence, violence it is,' Marcos warns voters

From David Watts, Manila

President Marcos rounded off his campaign for reelection with a rally in a downtown area...

Thousands streamed into the city centre during the afternoon for the President's final appearance...

After detailing several minor incidents he said were directed against the KBL, Mr Marcos gave the toughest warning yet of violence to come...

He said the Opposition would "reap the KBL whirlwind".

Mrs Aquino had none of the organizational or financial resources available to President Marcos...

Hours before the President made his final appeal to the people Cardinal Jaime Sin, the Archbishop of Manila, said that it was in Mr Marcos's hands whether the most crucial election in the country's history would leave the Philippines "to grope in the darkness of a long night" or herald a new day...

His statement was the first from any Church leader to name President Marcos as the most likely to be responsible for election abuses. In their statement last week the bishops of the Philippines were careful to name neither side, saying only that they had not heard of any abuses by the Aquino camp. They added: "It is impossible for that to be the case because they have no money, no power and no facilities."

The Citizens' Movement for Free Elections has now reached agreement with the Government on the conduct of its independent count of the balloting on election day. The body has assumed even more importance than it did in the 1984 legislative elections, with President Reagan saying that the overall assessment of the conduct of the elections must rest on its reports.

But the citizen's movement has been forced into a series of compromises which will considerably lessen its effectiveness. Mr Joe Concepcion, its chairman, has appealed to station themselves in critical polling areas so as to assess the situation on the spot. In Manila alone there are 116 polling stations where the movement considers there is a high risk of abuses on election day on Friday.

Meanwhile, the Government has given the armed forces virtually unlimited powers on election day. Ladies' table, page 12



Cardinal Sin announcing in Manila yesterday that he had rejected a request by President Marcos to pray with him.

Election campaign: France

Right reels under Barre's refusal to close ranks

From Diana Geddes Paris

The extraordinary body blows being dealt by M Raymond Barre to his own side at the height of the French election campaign have left his fellow opposition leaders reeling in amazement and anger...

While continuing to insist that he has no intention of dividing the right, M Barre, former Prime Minister under President Giscard d'Estaing, has flatly turned down the latter's invitation to attend a public reunion of opposition leaders as a demonstration of their unity.

His reason is their radical differences over the desirability of forming a right-wing government under President Mitterrand in the event of an opposition victory.

In a letter to M Giscard d'Estaing on Tuesday, M Barre explained: "No one is more attached to the union of the opposition than I, and I believe that I have never failed in that respect."

But in my opinion, such a union must be based on clear and common ground. I have marked my overall approval for the joint electoral programme of the opposition, but



M Raymond Barre: despair of the right

my position is not the same on other questions which appear to me fundamental for our country.

"Most of the leaders of the opposition parties are prepared to govern tomorrow with Mitterrand in the event of a victory in the elections. I, for my part, believe that such a cohabitation would be a trap."

"The same leaders recommend, from March 1986, a reading of the constitution which would seriously undermine the presidential function and would threaten to bring back party rule. I am opposed to that."

Earlier, M Barre caused a furor when he accused opposition leaders, without nam-

ing names, of operating a "microcosmic totalitarianism, that is to say a union where everyone has to march in step."

M Barre's comments have prompted President Mitterrand to express his "extreme gratitude" to his most dangerous political rival, while M Laurent Fabius, the Prime Minister, talks with delight as he goes round the country rallying Socialist votes, about the impossibility of the three warring opposition leaders ever forming a stable government together.

Meanwhile, the opposition leaders themselves, other than M Barre, are desperately trying to play down the extremely damaging divisions, while at the same time refraining from directly attacking M Barre, who remains the darling of the public opinion polls.

M Jacques Chirac, the normally pugnacious leader of the Gaullist RPR party, said simply that he "regretted" Mr Barre's decision not to participate in a reunion of opposition leaders, but that it was not an event of national importance.

Earlier, he tried a gentle rebuff when he commented that "the people understand a diversity which enriches, but reject a divisiveness which weakens."

Talks in Lusaka open new front against Pretoria

From Jan Raath, Harare

The last of the EEC foreign ministers who attended talks here with their counterparts from the southern African front-line states were leaving Lusaka yesterday after a distinctly mild outcome to two days of intense discussions.

The representatives of the 12 EEC countries and of Angola, Botswana, Mozambique, Tanzania, Zambia and Zimbabwe issued a joint communiqué at the end of Tuesday's meeting - the first such talks between delegations from the two groups - which called on South Africa to dismantle its apartheid system, and urged further international pressure on the Government there.

A list of five demands was contained in the communiqué: an end to the state of emergency in South Africa; the release of Mr Nelson Mandela; the recognition of banned political parties; the freeing of political prisoners; and for Pretoria to open negotiations with the country's black leaders.

No mention was made in the communiqué of comprehensive economic sanctions or support for the organizations fighting the South African Government: the African National Congress and the Pan African Congress.

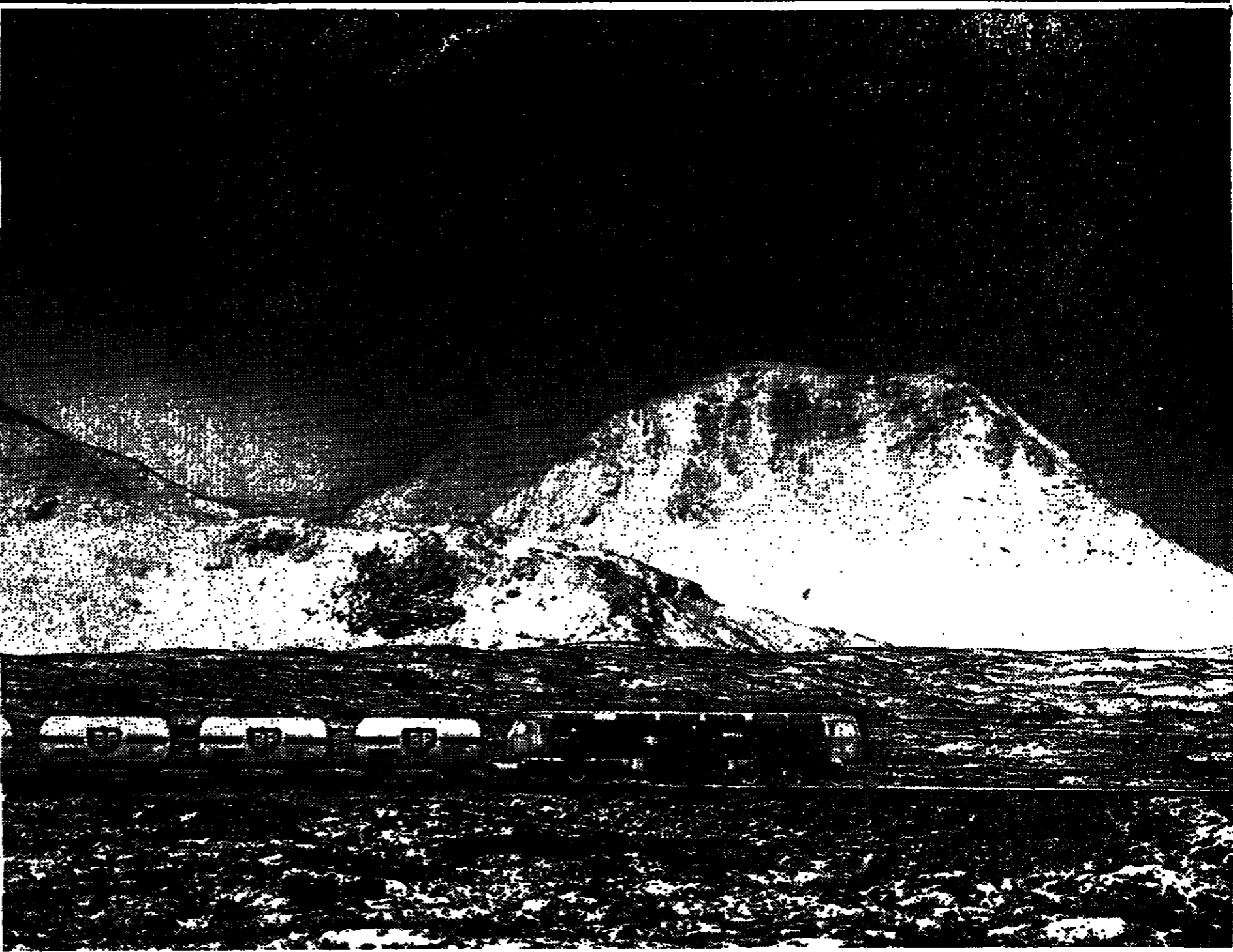
Observers agree, however, that the unprecedented meeting, which was held at the initiative of the front-line states, establishes a new forum for international pressure on South Africa, and more open lines of communication for the front-line states to put their views.

LONDON: In spite of some strong language in the final communiqué, British officials were pleased that it contained agreement on two key points - that change in South Africa should be achieved through dialogue if possible rather than armed struggle, and that the Commonwealth Group of Eminent Persons, which is due to embark on its peace mission later this month, should be supported (Nicholas Ashford writes).

The main concession Britain had to make was to agree that it and the European Community would consider further "restrictive measures" against South Africa if the current limited European sanctions do not have their desired effect.

Some observers also regarded Britain's decision to have official contact with the ANC for the first time as an important step towards black African opinion. However, British sources said the importance of the meeting with the ANC was that it enabled Britain to explain why it wanted a peaceful solution of the South African problem and was opposed to the armed struggle.

On his return to London yesterday, Sir Geoffrey Howe, the Foreign Secretary, defended the meeting with the ANC, saying: "This was the right time to take the opportunity to get across to them the case against violence and of underlining to them the importance of the Commonwealth initiative."



Pollution theme in Prague

From Richard Bassett Vienna

The West German Foreign Minister, Herr Hans-Dietrich Genscher, began two days of talks yesterday with his Czechoslovak counterpart, Mr Bohuslav Choupek, aimed at increasing co-operation between the two countries in the fight against pollution.

The two ministers are meeting at the celebrated Czechoslovak spa town of Karlovy Vary, formerly Carlsbad, where acid rain has destroyed hundreds of trees in the last six months.

Acid rain and other forms of pollution have devastated forests in West Germany's Bavaria and Czechoslovakia's Bohemia.

Over the last five years pollution, mainly from the heavy industrial complexes of central Bohemia, have virtually destroyed a fifth of the Böhmer Wald which lies between West Germany and Czechoslovakia. Altogether ecologists believe that more than 600,000 hectares of woodland in Bohemia has been irreparably damaged.

Pollution of water from industry in Bohemia is also endangering wildlife.

The two ministers will discuss methods of tightening control in Bohemia along the lines of the safeguards employed in West Germany. Herr Genscher is expected to offer Czechoslovakia full co-operation in supplying devices such as filters to Bohemian factories.

62 nations review fate of forests

From Diana Geddes Paris

Ten heads of state or government, including Herr Helmut Kohl, the West German Chancellor, were among representatives of 62 countries at the opening by President Mitterrand in Paris yesterday of a three-day conference on trees and forests.

Countries represented at the most senior level were Belgium, Burkina Faso, Djibouti, France, Germany, Holland, the Irish Republic, Niger, Senegal, and Somalia.

Britain is represented by Mr Timothy Raison, Minister for Overseas Development.

Other countries represented were Algeria, Austria, Benin, Canada, Cape Verde, the Central African Republic, Chad, Denmark, Egypt, Ethiopia, Finland, Gambia, Greece, Guinea, Guinea Bissau, Italy, Ivory Coast, Japan, Kenya, Libya, Luxembourg, Mali, Morocco, Mauritania, Norway, Portugal, Sierra Leone, Sudan, Spain, Sweden, Switzerland, Togo, Tunisia and the United States.

International organizations include the Organization of African Unity, the EEC, represented by the President of the Commission, M Jacques Delors; the UN Food and Agriculture Organization; the Inter-state Committee for the Fight against Drought in the Sahel; and the Intergovernmental Authority on Drought and Development.

How BP scotched a drink problem.

BP's Liquid Petroleum Gas is used by a lot of distilleries in Scotland because of its cleanliness and controllability. However, until recently, all transportation of LPG was carried out by road.

And as parts of the route (from Grangemouth to Inverness) were almost impassable in winter, deliveries of LPG were sometimes held up. So the distilleries were given some anxious moments. That's why we decided to build a new railhead terminal at Inverness.

Now up to five railcar tankers, each holding 17 tonnes of LPG can be off-loaded at any one time without any problems. This means that not just distillers but also farmers and householders are provided with a much better service (and should have no more worries about getting their whisky on time). At BP, we like to think we can get rid of the hard stuff.

BP Britain at its best.

Housing interception of airlines condemned... EAST... Government cash... ban regeneration...

Religion 'mistake' for man...

ca: £22... USA...

# Are your computers working for you?

# Or against you?

Did you know that companies which lag behind in the use of Information Technology are six times more likely to have a poor financial performance within their industrial sector than the companies which have readily adopted IT?

That was one of the key findings of a survey published by Management Consultants, A. T. Kearney Ltd.\*

The report predicted that over the next 12 months British industry would waste £800 million of its total IT expenditure - by choosing the wrong system, installing too much capacity or by applying IT to inappropriate business areas.

Yet IT is a powerful management tool - providing the means of improving efficiency, enhancing customer service and, above all, increasing productivity.

Hoskyns specialises in harnessing that power to secure defined business objectives.

Indeed, it is our commitment to improving productivity for our clients that has helped us to become one of the most successful computer

services organisations in the world today.

Our client list reads like an international "Who's Who" in business - and includes 90 of The Times Top 100 UK companies.

In 1985 alone our achievements were noteworthy.

For example, we implemented a financial control system that reduced one company's accounting budget by £6 million.

We enabled another to enter a new market where operational speed and efficiency were crucial.

And helped yet another to reduce its data processing budget by one third, whilst maintaining the service to users.

To add to that, 1986 has already seen a client voted "User of the Year" at the Recognition of Information Technology Achievement Awards. The system we introduced not only paid for itself in

under 18 months, but reduced inventory costs by more than one third and saved an additional £500,000 in operational costs during the first year.

Whether Hoskyns is supplying consultancy, building tailor-made systems, implementing standard application products, controlling key projects, providing education and training, or managing a complete DP facility, our brief remains the same: to deliver the right computer solutions, on time and on budget.

And, with a thorough understanding of your business goals, to exploit the power of Information Technology to increase the productivity of your business.

If you believe IT can improve productivity in your organisation, Hoskyns can help.

Call Geoff Unwin, Managing Director, on 01-434 2171. Or write to him at Hoskyns Group Limited, Hoskyns House, 130 Shaftesbury Avenue, London W1V 7DN.

\*"The Barriers and the Opportunities of Information Technology - a Management Perspective," conducted by A. T. Kearney Ltd. in 1984, was sponsored by The Institute of Administrative Management and The Department of Trade and Industry.

## hoskyns

WE'LL MAKE COMPUTERS WORK FOR YOU



FINANCIAL SERVICES



MANUFACTURING SERVICES



DISTRIBUTION & RETAILING



APPLICATION PRODUCTS



CONSULTANCY



SYSTEM BUILDING



TERMINAL & HARDWARE SUPPLY



EDUCATION



FACILITIES MANAGEMENT

MARTIN MARIETTA  
Martin Marietta Data Systems

سكوا من الأصل

# Papal blessing for 20,000 on hilltop site of saint's death

From Michael Hamlyn, Madras

The Pope yesterday visited the spot on which the man who first brought Christianity to India was done to death, and he praised a Jesuit missionary who was likewise martyred in the neighbourhood, St John de Britto.

During the day he also managed to declare to a meeting of leaders of non-Christian religions the desirability of that "spirit of tolerance, which has always been part of the Indian heritage".

The contradiction passed unnoticed in the course of his remarks, during which he noted with great satisfaction that the preamble to India's Constitution stresses freedom of thought, expression, belief, faith and worship, although religious intolerance has been the cause of vast numbers of intercommunal deaths in recent years.

He managed to point out, however, that the "precious principle" — specifically in practice — of "profess, practise and propagate religion", no doubt mindful of the extreme hostility of the Hindu community to Christian conversions, and the expulsions of Christian missionaries who have been working in India for many years.

As the Pope arrived in Madras, he was driven in a specially-built Indian Pope-mobile — the one he used in Calcutta was an adapted Land-Rover, this was built on a Madras-made standard 20, and was prepared in five days — to the hill rising abruptly from the coastal plain close to the airport, called St Thomas Mount. Here St Thomas the Apostle, doubting Thomas who would not believe in the resurrection until he saw for himself, was said to have been martyred in 72AD.

The tradition that India was one of the earliest countries to be converted to Christianity is important to the Christian community here as it makes them much less dependent upon the European conquerors of the source of their religion. But there is no concrete documentary evidence to prove either that St Thomas came, or that he was martyred.

There is, however, what Vatican experts are pleased to call a "pious tradition", and since there is virtually nothing about India's history that was written down at that time, there is no reason to doubt that it was true either. The first documentary evidence was said to have come in the second century AD when Epistles from various Apostles were referred to in a Syriac work, and included one written by Judas Thomas from India. By the next century an apocryphal work gave a detailed description of how he came to be sent to India after drawing lots among the other Apostles. But again this may not be true.

Soon after this, though, there was a well-established Syriac church in south India and it eventually joined the Latin communion. As the Pope stepped down from the bullet-proofed vehicle at the summit of St Thomas's Mount, he was greeted by 12 tiny orphan children, ranging in age from two to ten, who played a stirring tune on musical instruments in the porch of the white-painted church the Portuguese built on the plateau. The Pope kissed them, and was conducted to a baroque white-and-gilt altar where he paused solemnly.

The Pope then moved outside to an open space with a cenotaph and a view over the entire city of Madras where 20,000 people were standing on the slopes to receive his blessing. Later in the day, he celebrated Mass in the open air at the edge of the sea overlooking the Bay of Bengal and visited the Cathedral of St Thomas, where the body of the martyr is said to be buried.

## Secret police held in Guatemala swoop

Guatemala City (Reuter) - A crack military unit yesterday raided the headquarters of Guatemala's feared secret police and arrested dozens of agents, police sources and witnesses said.

The swoop came as police reported the discovery of the mutilated bodies of four men, the latest victims in a wave of death squad-style killings.



President Cerezo: cracking down on rights violations

since President Vinicio Cerezo, a civilian, took office on January 14. The raid was seen as his first crackdown on human rights violations.

The secret police, called the Department of Technical

Investigations (DIT), have been linked by some diplomats, human rights groups and politicians to the disappearance and murder of thousands of Guatemalans.

Witnesses and police sources said uniformed troops with assault rifles disarmed the secret police and put them into waiting vehicles. A police source said the agents were under investigation, but the Interior Ministry denied that and said they were being escorted by the military to a police training course.

At a news conference last week, President Cerezo suggested the police could be behind the recent violence in Guatemala, where the military has dominated the government for 30 years.

The four latest victims were found by police on Tuesday. Two, wearing only their underwear, were found in a neighbourhood north of the capital. They had plastic bags over their heads and showed signs of torture.

The bullet-riddled bodies of the two others were on a beach at Puerto San José, 75 miles south of the capital. They too had been tortured, police said.

## Key witness in fraud case jailed

Singapore (Reuter) - The key witness in a criminal case against a Malaysian politician, Mr Tan Koon Swan, was jailed for 15 months yesterday on two counts of criminal breach of trust involving 54,600 Singapore dollars (£17,800).

Tan Kok Liang had admitted dishonestly disposing of funds of Pan-Electric Industries Ltd, which collapsed with debts of 390 million Singapore dollars.

Mr Tan Koon Swan, head of Malaysia's largest ethnic Chinese political party, owns a major stake in Pan-Electric. He is due to appear in a Singapore court on May 5.

## Globe-trotter watches TV on the run

San Francisco (Reuter) - A Briton carrying a toy panda has left San Francisco on the penultimate leg of a 16,000-mile round-the-world run to raise money for the World Wildlife Fund.

Mr Henry Weston, a security consultant, began his 28-country mission in London on April 1, 1984.

Averaging about 30 miles a day, he hopes to reach the east coast in 100 days.

Having stopped reading on the run after colliding with an elephant in India, Mr Weston is testing out a hand-held miniature television. He has so far raised \$20,000 (£14,285).

## Condors must fly free

From Ivor Davis, Los Angeles

The five remaining Californian condors not in captivity should be allowed to roam in the wild and must not be captured by scientists trying to save the big birds from extinction, a federal judge has ruled.

In a Washington ruling, he forbade the US Fish and Wildlife Service to resume its controversial plan to round up the condors. The five birds live in the Ventura mountains, and some 20 are

in zoos in Los Angeles and San Diego.

The National Audubon Society, which brought the suit to prevent the capture of the birds, said the decision would enable scientists and environmentalists to hedge their bets by leaving some condors in the remote mountains, while others are kept under close scrutiny in zoos, where they are being bred to try to save the species.



Two women trapped by snowstorms at their isolated farm near Ceret in the French Pyrenees are given food by rescue workers. Winter storms sweeping southern Europe have trapped thousands in their homes and caused the deaths of nearly 40 people - 19 in Italy, 11 in France, eight in Spain, and one in Austria.

## Castro attacks Cuban bottlenecks

Havana (Reuter) - President Castro of Cuba has called for a more diversified and efficient economy and blamed the United States for most of the world's big problems, including the Third World debt crisis.

In a keynote speech on Tuesday at the start of a four-day Communist Party congress, Dr Castro listed Cuba's advances in the production of everything from sugar and steel to ice cream and yoghurt since the last party congress in December 1980.

Then he launched into a strong attack on the inefficiency which still plagues the economy. Party sources said the six-hour address was "very critical".

"We still have much to

learn as far as efficiency is concerned," Dr Castro said, announcing that a new watchdog ministry would be set up to examine ways of improving the way Cuba's centralized economy is run.

Dressed in his familiar olive-green uniform, Dr Castro complained of bureaucratic bottlenecks and inefficiency in many sectors of the economy. More sacrifices were needed, he said, and the average Cuban's austere life-style would not change overnight.

"We cannot sacrifice the future for consumer wants," he said, referring to the need to save hard currency by cutting imports from the West.

He said 1985 was a year of great savings and economic

results "but that was just the beginning". The Cuban leader spoke for three hours. While most of the address centred on the economy, a few minutes were given over to criticizing the United States. "Our country is not intimidated by the most powerful imperialist power on earth and we have created the conditions to enable us to inflict a shaming defeat on it if ever we are attacked," he said to wild applause.

But he said he wanted a political settlement with Washington and the establishment of diplomatic relations on the basis of "equality, reciprocity and the fullest mutual respect". This would imply strict non-interference by the US in Cuba's internal affairs.

He repeated Cuba's established position on most world issues but offered a special olive branch to the newly-elected Government in Guatemala, which faces continuing insurgency by left-wing guerrillas.

He welcomed the coming to power of President Vinicio Cerezo and remarked that Christian Democrat governments in Latin America were not necessarily as negative in outlook as their European counterparts.

The President also praised the Indian Prime Minister, Mr Rajiv Gandhi, for mastering a difficult situation after the death of his mother.

He reiterated his call for non-payment of Latin America's \$368 billion (£261 billion) foreign debt.

## Uganda's torture legacy Death shifts down the hotel corridor

From Richard Dowden, Kampala

Torture and murder continued at the Nile Mansions Hotel after the coup in July last year, according to the staff there. "There was no difference after July," said Mr Edward Katamba, the manager. "It was the same people. They simply moved from room 326 to room 305, that's all."

He showed us the two rooms in 305 among the refuse strewn around the room were two pangas 2ft long, a large mallet, two car springs and a collection of electrical equipment and wires which could have been used for torture. There were huge blood stains on the green carpet and a revolting smell in the room.

Mr Katamba said that at times about 50 people were kept in the sitting room of the suite and everyone in the hotel could hear their screams when they were being tortured.

The prisoners were brought in at night and the bodies taken away at night. The hotel staff said the most common form of torture was beating people with the soles of shoes in which were embedded 2in nails, and I found a packet of nails on the floor.

The room had been booked for many months in the name of Major Eric Odwa but Mr Katamba said the man who began the torture operation at Nile Mansions was Captain Odango Oduka, a close aide of President Obote.

"There is no way that Obote and Muwanga (the Vice President) did not know what was going on in the hotel," he said. The former President lived almost

permanently in room 217 on the next floor. One can easily hear a scream from room 305 in that room.

In the filing cabinet were reports from secret agents going back to 1981, including a detailed report from a spy close to the entourage of Mr Yoweri Museveni, the National Resistance Army leader who is now the President. There were also lists of names and addresses of suspects to be arrested, identity cards, photographs and copies of orders to agents.

It appears that after the coup the entire files of Obote's secret police were transferred to room 305, even though the secret police were officially abolished. Mr Paul Ssemogerere, the Democratic Party leader, who became Minister of Internal Affairs in the Okello regime, said last August that there were to be no more political prisoners in Uganda and there would be no more torture and disappearances. The evidence from Nile Mansions contradicts this statement.

Room 326, the suite used for torture during Obote's rule, was empty except for some women's underclothes and piles of personal letters and other belongings on the floor. One read: "If you do not reach me soon I will be a skeleton."

The walls were bare of paper and one of the hotel staff said the prisoners had been forced to eat it. In another room, inexplicably, were the wings of Uganda's eight High Court judges.

Commander Kaka, chief of security in Kampala, said the NRA was still compiling a list of those who committed the atrocities.

# MOVE UP TO ABBEY NATIONAL FIVE STAR INTEREST

The percentage rises as you invest.

9.50% NET PA
9.25% NET PA
9.00% NET PA
8.75% NET PA

**Instant access. No penalties.**

The interest rates on Abbey National's Five Star Account start high and rise automatically the more you invest — right up to our top rate of 9.50%. You get Five Star interest on all the money in your account, yet access is instant. You can withdraw up to £250 in cash or £15,000 by cheque each day from any Abbey National branch with no loss of interest, no penalty charges and no notice.

If your money now earns less, move it up to Five Star interest at any Abbey National office. Or post the coupon.

To: Dept. F56, Abbey National Building Society, FREEPOST, 201 Grafton Gate East, MILTON KEYNES MK9 1DA.

I/We would like Five Star treatment for my/our money and apply immediately, enclosing a cheque for £\_\_\_\_\_ to be invested in a Five Star Account at my/our local branch in \_\_\_\_\_.

Please send full details and an application card. I/We understand the rates might vary.

I/We understand that the interest will be credited annually on 1st September to this account.

Full name(s) Mr/Mrs/Miss \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

Telephone \_\_\_\_\_

Signature(s) \_\_\_\_\_

Date \_\_\_\_\_

**Get the Abbey Habit**

T 88

**ABBNEY NATIONAL FIVE STAR ACCOUNT**

State of the Union: economic boom, welfare reform, defence growth

Budget cuts seen as key to Reagan's dream of greatness

From Michael Binyon, Washington

President Reagan has called on Republicans and Democrats to unite in forcing the US Government to live within its means and reduce the federal budget. At the same time he insisted that defence spending would continue to rise...

reduced the federal budget and left the family budget alone. On the eve of his presentation of the contentious 1987 budget, Mr Reagan gave few figures or details in his speech...

Expressing optimism in the country's economy, however, he celebrated what he called "a great American comeback", and insisted that his tax reform must be implemented as an "engine of productivity and growth".

Bitter attack by Kremlin on arms

From Christopher Walker, Moscow

Tass yesterday launched its strongest attack on President Reagan since last year's summit, accusing him of delivering a militaristic State of the Union message which completely ignored the Kremlin's recent initiative on nuclear arms control.

strategic defence initiative, with the help of which the US would like to make its nuclear arms arsenals invulnerable and to get a free hand for the first nuclear strike.

His main domestic proposals included a review of the nation's welfare system. "In the welfare culture, the breakdown of the family, the most basic support system, has reached crisis proportions in female and child poverty, child abandonment, horrible crimes and deteriorating schools."



President Reagan being applauded by Vice-President George Bush, left, and the Speaker, Mr Thomas "Tip" O'Neill, before making his State of the Union address to Congress.

75 today, but no fanfares

From Our Own Correspondent, Washington

President Reagan is 75 today and is being showered with good wishes from friends and statesmen at home and abroad. The nation's grandfather - he is already the oldest American President to hold office - is older than all his three surviving predecessors...

occasions in the Soviet Union, there will be no medals, no fanfare, no state recognition of his three quarters of a century. The same four wealthy Californian couples who threw a party in 1971 on Mr Reagan's seventh birthday will do so again tomorrow...

Mr Reagan of that vanished youthfulness of looks, especially since his cancer operation last year. As television has shown in the past week, his face is lined, his neck has spread, and his hair, though thick, is no longer black.

Prospective Aden ruler blames US for civil war

From Robert Fisk, Aden

The man likely to rule South Yemen after the Marxist country's Politburo meets later this week yesterday blamed the US for starting the civil war here three weeks ago and said he had already received assurances from Moscow that the Soviet Union would defend the new regime "from any foreign aggression".

we also have information that America is supplying Ali Nasser and his clique for subversive activities. They (the Americans) don't want to have stability in democratic Yemen.

The appearance before foreign journalists of Mr Salem Muhammad, the most powerful of the three Politburo members opposed to former President Ali Nasser Muhammad to escape with his life last month, was an interesting performance.

By far the most intriguing comments from Mr Salem Muhammad, however, concerned the Russians. While repeating Moscow's assertion that the Russians considered the war "a domestic affair that belongs to the Yemen Socialist Party," he revealed how Soviet Embassy officials tried - and failed - to obtain a ceasefire between the two sides.

Mr Salem Salah, a plump man with a black beard in a tightly fitting brown jacket, said that the Politburo and Central Committee "are going to announce his destiny and fate".

Mr Salem Salah made a number of pointed references to the desire of North Yemen and Saudi Arabia for peace, claiming that North Yemeni officials had confiscated heavy weapons from Ali Nasser's militiamen when they tried to cross the border from the north.

Egyptians ram yacht near Taba

From Our Own Correspondent, Jerusalem

An Egyptian naval patrol boat has rammed an Israeli pleasure yacht just off the Sinai coast near Taba, slightly injuring two of nine Britons among the 18 tourists on board.

Israelis on alert for retaliation

From Ian Murray, Jerusalem

Israeli representatives overseas have been warned to be on their guard against retaliation attacks sponsored by Syria and Libya after the forcing down of a Damascus-bound Libyan executive jet to an airfield in Israel.

González warns of Nato trauma

From Richard Wigg, Madrid

Pulling out of the Atlantic Alliance would have "traumatic consequences" for Spain's relations with its EEC partners, in terms of investment, trade and high technology, Señor Felipe González, the Prime Minister, warned his countrymen in a parliamentary debate due to end today.

Spain remains in Nato. The debate so far has confirmed that the Government will be fighting alone to win a "yes" from the 27 million Spaniards eligible to vote, and so endorse an about-turn of the Socialist's policy in opposition.

best for Spain is to remain". He was answering Señor Leopoldo Calvo Sotelo, a former Prime Minister, who said that by not joining Nato's military structures Spain had seriously damaged its claim to sovereignty over Gibraltar.

Geldof to receive doctorate

Ghent, Belgium (AP) - Bob Geldof, the Irish pop singer, is to be awarded an honorary doctorate for his contribution to the fight against hunger in Africa.

Bomb number three hits Paris bookshop

Paris (Reuter) - Police yesterday were trying to find a link between three bombs placed in different parts of Paris in 24 hours, two of which went off injuring 12 people.

Tontons back on the streets

Port-au-Prince (UPI) - The Government of President Jean-Claude Duvalier yesterday sent its feared Tontons Macoutes secret police into the streets and ordered businessmen to reopen their factories and stores.

Advertisement for VANILLA microelectronics. Text includes: "and the next step forward in microelectronics", "Who said purely academic?", "newscientist Today and every Thursday".

Killer claims 16th victim

Paris (AFP) - The French capital's killer of elderly women has struck again, this time just for a few francs. Mme Virginie Labrette, a widow, aged 76, was found suffocated overnight in her home.

Drugs in body

Washington (AP) - Substantial amounts of cocaine were found in the body of the singer Ricky Nelson, but experts say the find does not link drug use and the plane crash which killed Mr Nelson and six others on New Year's Eve.

MEP freed

Brussels (AP) - Two Belgians, including an MEP, arrested five days ago for trying to take home three children of a Belgian woman granted custody in a divorce ruling against her Algerian husband, were released.

Quins born

Philadelphia (Reuter) - Quintuplets weighing less than 3lb each were born here yesterday, but one, a boy, died several hours later.

Peace rejected

Peking (AFP) - China has rejected a proposal by Vietnam for a Lunar New Year ceasefire along their border.

Manson stays in jail

Charles Manson (above) has been refused his freedom for the fifth time by the California Board of Prison Terms. Sentenced to life for killing actress Sharon Tate and seven others in 1969, Manson, aged 51, read to the board a 20-page handwritten statement described as bizarre and rambling.



Car phones at the right prices.

Advertisement for car phones. Text includes: "For the widest range of competitively priced car phones, and after-sales service to match, talk to us first. Contact us NOW! 01-965 0065".

Handwritten Arabic text: "السؤال من الأصل"



# THE REALITY IS EVEN BETTER THAN THE DREAM.

When we set out to create the new Peugeot 309 family hatchback, we had one dream. To take a fresh look at familiar design problems and find new, more intelligent answers.

The result? A car so aerodynamic it achieves remarkably low drag factors without the need for outlandish styling.

So economical that on a recent RAC observed test, on ordinary roads, the SR model covered an extraordinary 698 miles on one tank of petrol.

So well-designed that on the inside, it has more room for both passengers and luggage than even its fiercest rival. Yet on the outside it's slimmer than any of its competitors.

#### A FULL RANGE OF MODELS

There's a model to suit everyone in the 309's comprehensive range. First in line is the GE, with a choice of two alloy-headed engines - 1.1 or 1.3.

It's available from as little as £4,995, yet already it boasts an impressive range of equipment, including halogen headlamps and laminated windscreen. And on the GE 1.3 (and every model upwards) there's a 5-speed gearbox as standard.

Next come the 309 GL models, complete

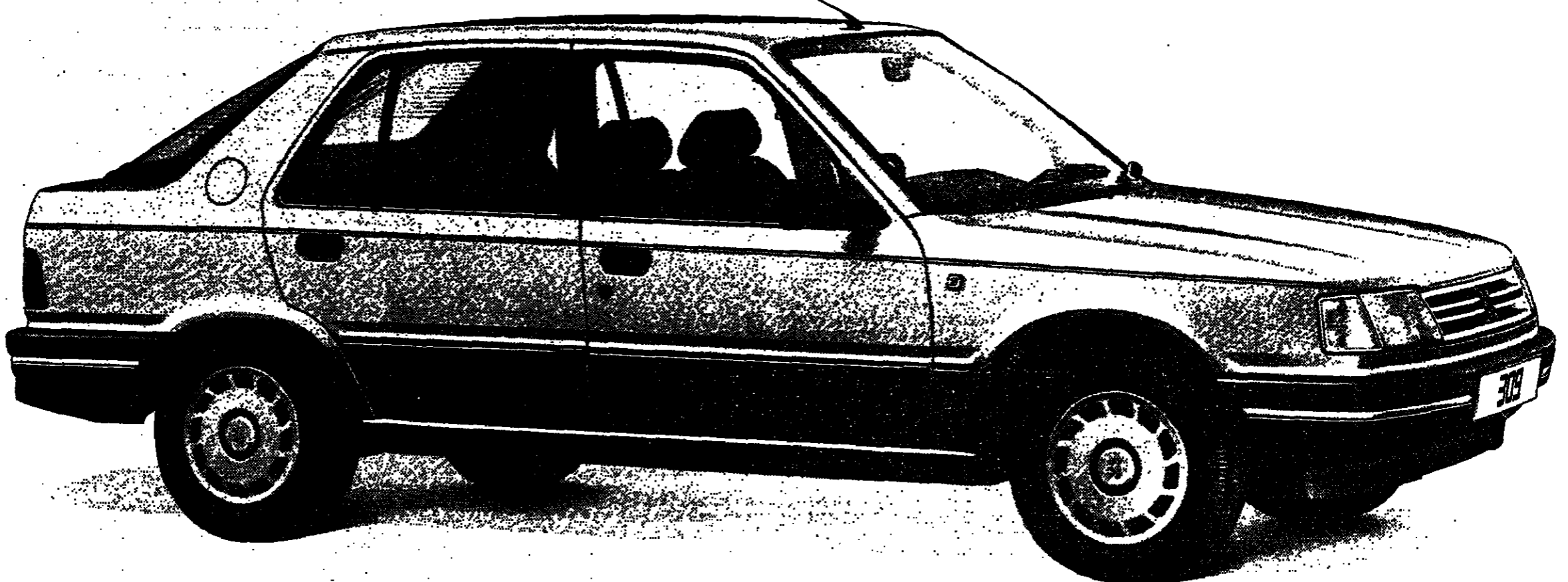
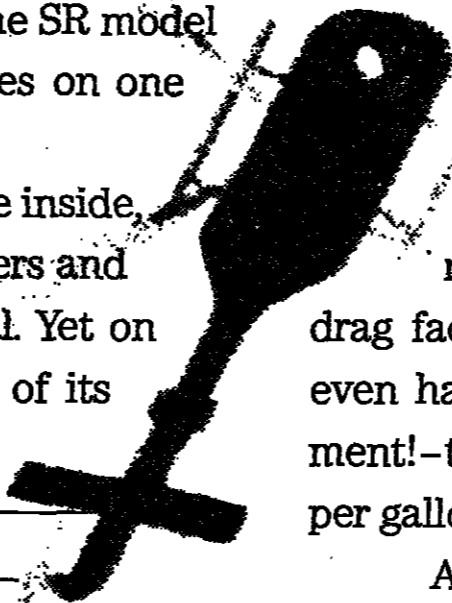
with a whole host of extra features. A tailgate wash/wipe, remote control door mirrors and a 4-speaker stereo radio/cassette - they're all standard on the GL.

There's a tantalizing choice of engines too - either the 1.3 or a dynamic 1.6 developed from the one in the famous 205 GTI. The GL models start at £6,135.

With £6,625 you can move up again, to the GR models. Not only do the GR's offer an even higher equipment level, they also include the remarkable "Profile" version, with its 0.30 drag factor. So aerodynamic is the Profile - it even has air deflectors in the engine compartment! - that it can deliver no less than 58.9 miles per gallon at a constant 56 mph.

At the top of the range sits the SR. From its luxurious sculptured seats to its digital 4-speaker stereo system, the SR is a thoroughbred in the finest Peugeot tradition. Wide wheels and tyres, a rear spoiler and the 1.6 engine as standard are just some of the features which make the SR a superbly complete car at just £7,395.

For a comprehensive information pack on the 309 range, telephone 0272 217205. Or call in at your local Peugeot Talbot dealer. Arrange to test-drive any model of your choice, and let your own dream begin.



## THE NEW PEUGEOT 309

THE LION GOES FROM STRENGTH TO STRENGTH.

FROM £4,995 TO £7,395

PRICES EXCLUDE NUMBER PLATES, ROAD TAX AND DELIVERY AND ARE CORRECT AT THE TIME OF GOING TO PRESS. OFFICIAL D.O.E. FIGURES FOR PEUGEOT 309 G.R. PROFILE: M.P.G. (1/100 KM) 58.9 (4.8) AT A CONSTANT 56 MPH. 44.8 (6.3) AT A CONSTANT 75 MPH. 36.7 (7.7) SIMULATED URBAN CYCLE. FOR 309 SR: 55.4 (5.1) AT A CONSTANT 56 MPH. 42.2 (6.7) AT A CONSTANT 75 MPH. 33.2 (8.5) SIMULATED URBAN CYCLE.



pective Ade  
er blames  
for civil wa  
From Robert Fisk, New

ians  
rcht  
Taba

Israelis  
alert  
retaliat

Car ph  
at the  
prices  
01-965 000  
Internation  
Comm

ans  
om  
re-  
of  
spe-  
and  
lay-  
the  
prior  
first  
Em-  
983,  
ello,  
the  
roup  
ars.  
vie  
the  
ex  
mat  
It  
nion  
lipo

ie  
Suda  
rebel  
1.5  
atio  
thei  
n pa  
sout  
off

e  
Ph)  
takir  
inc.  
olive  
seer  
wou  
peck  
ss.

le  
org  
Hill  
ible  
del  
inut  
m w  
zoun

ene  
her  
rup  
or  
oun  
Sta  
: o

Ja  
e of  
firt  
ce  
H  
age

A  
in  
o j  
t s  
du

le  
fe-  
Pr-  
ob-  
je-  
y6  
018  
14  
1

hi  
in  
r  
ai  
A

ts  
e.  
xt

if  
s  
id

# The driest eye in the House?

## THE TIMES PROFILE

KENNETH BAKER

Iain Macleod never presented a budget, and made only one speech in the House of Commons as Chancellor of the Exchequer. He was already sick, and he died a few days later. In the course of his speech, however, he did (not just said) something remarkable, and it was noticed at the time as remarkable. He expressed his deep regret that young Kenneth Baker had lost his Acton seat in the 1970 general election in which the Tories had been triumphant. He stated his hope that Baker would shortly be back in the House.

He did so knowing that Baker had put in (along with 437 other candidates) for the constituency of St Marylebone, vacated by Quintin Hogg's elevation to the Lord Chancellorship. Macleod's voice was heard, and Baker succeeded Hogg in September 1970.

Since then, as we know, he has one from strength to strength, and will doubtless apply his usual wit and style to the difficult task now facing him, that of privatizing the water industry. The opposition within as well as without his own party threatens to be more intense (because of the argument that water is a necessary national commodity, like defence), than in the case of any of the earlier privatizing measures.

"Iain's mantle", said a contemporary of both men, "was passed to Kenneth". To this day Macleod occupies a particularly honoured place in the Pantheon of those we have become accustomed to thinking of as Tory "wets". How has it come about, therefore, that Baker finds himself in a Thatcherite front line facing such opposition not only over the water industry but so over cutting the rate support grant, and abolishing the rating system?

In the vote on the rate support grant, for example, Ian Gilmour, Francis Pym, James Prior and 50 other Conservatives voted against the recommendations of the Secretary of State for the Environment. "They looked um", said a senior minister, "he had a smile on his face and, think, a song in his heart".

"He's affable", said a school of Paul's contemporary who has been in touch with him ever since. "He's always affable, whatever the pressures and whatever the circumstances."

"That judgement was amply borne out when Baker succeeded an unfortunate Patrick Jenkin as

Secretary of State for the Environment in Mrs Thatcher's last major reshuffle. The resistance of the metropolitan councils to their own abolition and the seemingly intractable finances of Liverpool all seemed to get Jenkin down. He plied his arguments doggedly, but without brio. "He even", said one senior member of the Prime Minister's Private Office, "made Ken Livingstone into some kind of folk hero."

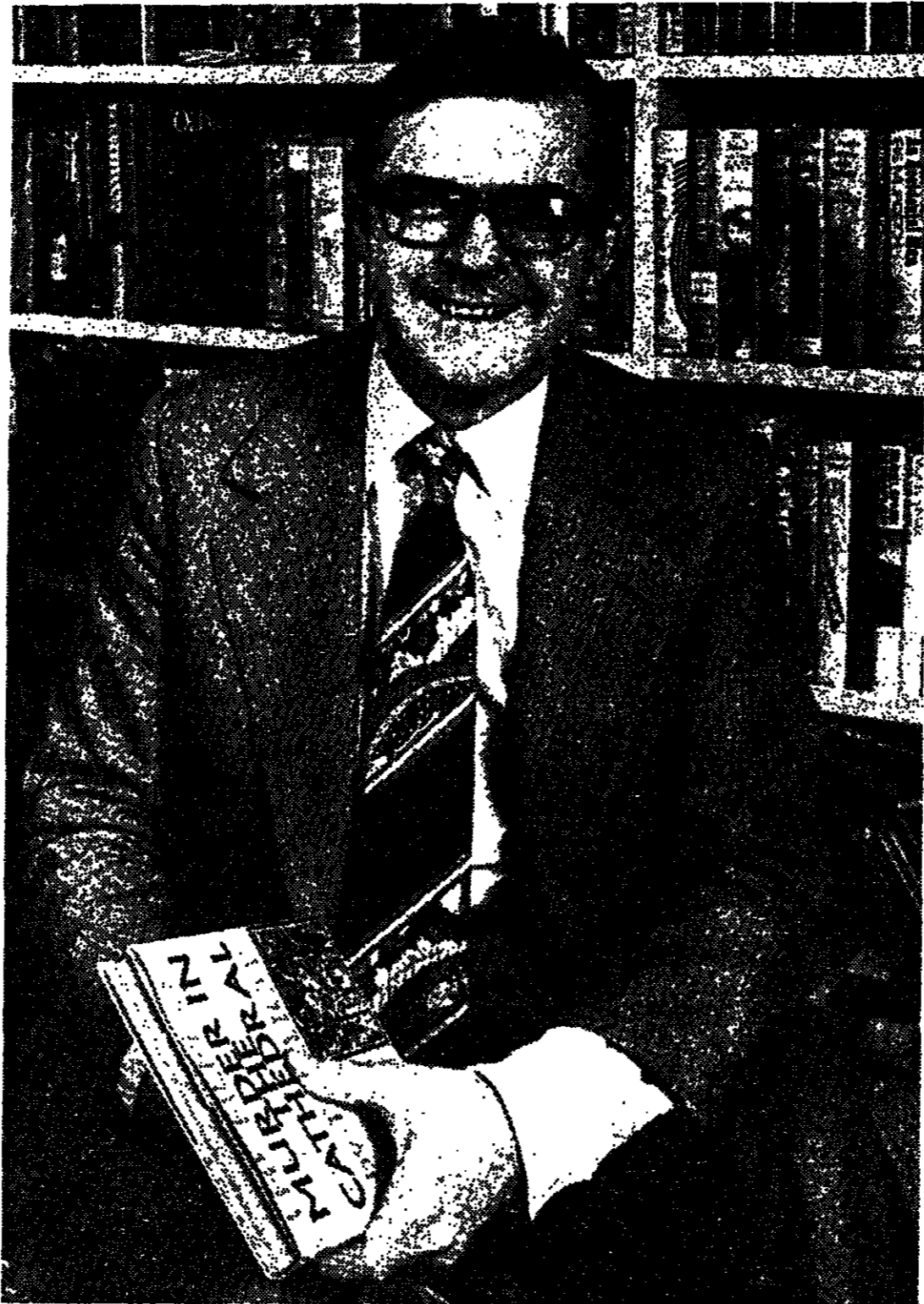
Given the same brief as Jenkin (a thoroughly inadequate one, according to many critics), Baker took an entirely different approach. He joked with as well as against Livingstone. His "oh, come of it, Ken, you know that's not true" line heartened disheartened Tories, but he showed steel in refusing absolutely to meet delegations from Liverpool. An affable man of steel, then, is not perhaps a bad description of him: it is summarized in the fact that, like few of his colleagues, Baker thrives on pressure.

### His enemies are highly suspicious of his transition

But - and we have to return to the question - what of the legacy of Macleod, what of the famed social conscience? To begin with, the legacy is not as simple or clear-cut as it looks. John Biffen once threatened to devote a Conservative Political Centre lecture at a party conference to proving the proposition that Iain Macleod was a monetarist; and there is a great deal in the writings he left behind to suggest that he was a maverick as much as anything else.

Even accepting his devotion (in a broad way) to policies favouring the disadvantaged as against the advantaged, Baker could (and does) argue that he was bang in line with the tradition when he forced his new rate support grant through the House against many extremely reluctant Tories last month. These proposals (concerned essentially with the subvention central government offers annually to local government, there being at least outline agreement on how the cash is to be spent), significantly benefited the inner cities, and significantly hurt the Tory shires.

"Isn't it strange", said one of his friends, "that Conservatives like Pym and Gilmour and Prior, who are always going on about



Man of all parts: Kenneth Baker, rare book expert, fine bridge player, devoted politician

the heartlessness of this government objected to that move. But then, of course, they are shire men themselves." But there is also a more embracing aspect of his attitude to political life. It is an almost total fascination with how government works, and how it can be made to work better. This was insufficiently appreciated when he was Mrs Thatcher's Minister for Information Technology from 1981 to 1983, when his missionary zeal for every kind of hi-tech

excited as much ribaldry as respect. But a preoccupation with technique, if you like, runs right through his political career. He was first elected to the House at a by-election in Acton in March 1968, having failed to win the seat in the General Election of 1966. In April he began a crusade for tax reform, and in February 1970 he introduced a private member's Bill to cut taxation by 5 per cent. Meanwhile, he had also introduced (in March 1969) a Bill

on data privacy, and he had been a member of Macleod's team fighting the 1969 Labour Budget. When he renewed his parliamentary career in 1970, he undertook a bewildering number of responsibilities. He was a member of the Select Committee on the Treasury, and that on Parliamentary Procedure. He sat on many outside bodies, but notably on the Computer Advisory Council. He became Parliamentary Secretary to the Civil Service Department, and, at the

## BIOGRAPHY

1934: Born November 3 in Newport. Educated at St Paul's School and Magdalen College, Oxford.  
1963: Married Mary Elizabeth Gray-Muir. One son and two daughters.  
1964: Contested Poplar unsuccessfully.  
1966: Contested Acton unsuccessfully in the General Election.

1968: Won Acton in a by-election.  
1970: Won St Marylebone in a by-election. After redistribution, contested and won Mole Valley in 1983.  
1981: Minister for Information Technology.  
1984: Minister of State for Local Government.  
1985: Secretary of State for the Environment.

end of the life of the Heath Government, Parliamentary Private Secretary to the Prime Minister.

These last two appointments had an importance greater than appears on the surface. Heath was passionately interested in the machinery of government, and much time had been devoted to devising proposals for its reform during the years of opposition from 1965 to 1970. Baker was at No.10 not merely as the eyes and ears of his boss, but to devise a crusade for the creation of a full Prime Ministerial Department, able to compete on its own terms with other great departments.

It is at least arguable that had Baker won this battle, Mrs Thatcher would not be in the fix she is in today, that Michael Heseltine would have been brought to heel much earlier, and

remarked one of his critics in disgust, as though a position with a cosmetics firm somehow dis-qualified Baker from being considered seriously. "What's more", observed the same critic, "he even got the family in". That was a reference to the fact that Mrs Baker (who was Mary Gray-Muir when they married in 1963) is herself a director of Avon. But she has also had senior positions with the London Tourist Board, Thames TV, and Barclays Bank as well.

As a pair, the Bakers outstrip in energy and achievement most other political couples on the scene. The truth is that Baker, in all the many areas of his professional life, has found himself in constant demand for the dedication he brings to his work.

If all that makes him sound a dull dog despite the deliberately winning ways, there are other aspects which have to be added to any rounded picture of his personality. He is a fine and devoted bridge player: he was in the 1980-81 House of Commons team. Indeed, bridge was an important link with Macleod who, in the years before he was elected to the Commons, used to double and sometimes triple his income from the Conservative Research Department through afternoon bridge sessions at Crockfords, and who inscribed on his book *How To Win At Bridge* in the Downing Street library, "Perhaps this is the only book in this library which will bring true profit to its readers".

Baker also collects books, and is highly respected among the professionals in that complex field. He has published a volume of adequately witty verse, *I have no gun, but I can spit*, and edited an anthology of poetry, *London Lines*.

It is easy to mock (and many do) one or more of the sides of Kenneth Baker. But there are few indeed of his contemporaries who have enjoyed (and enjoyed is the right word) so varied a life, and performed with such distinction in every department of it.

Patrick Cosgrave

©Times Newspapers Ltd 1986

McGuigan: portrait of a champion PAGE 23

### CONCISE CROSSWORD (No 868)

ACROSS  
1. Ling removal (13)  
2. Toff (3)  
3. Excess  
4. development (9)  
5. Happening (5)  
6. Diplomatic mission (7)  
7. Burdens (7)  
8. Small portion (5)  
9. Depose (9)  
10. Israeli machine gun (3)  
11. Heart stoppage (7,6)  
DOWN  
1. Light cake (6)  
2. Beach scene (6)  
3. Everlasting (8)  
4. Aishish (6)  
5. Crack pilots (4)  
6. Substantial foods (6)  
7. Secondary action (6)  
8. By way of (3)  
14. Devoted student (8)  
15. Dry wine (3)  
16. Singer (6)  
17. Dull (6)  
18. Stern (6)  
19. Sickness (6)  
20. Lives (6)  
21. Nest (4)

SOLUTION TO No 867  
ACROSS: 1 Kowtow 4 Thawck 7 Rail 8 Optional 9 Dripping 13 Egg 15 House 16 magazine 17 Pad 19 Spectrum 24 Shanghai 25 Veto  
DOWN: 2 Penial 3 Penial  
OWN: 1 Kirk 2 Whipround 3 Whoop 4 Titan 5 Wood 6 Chang 7 Press 11 Irate 12 Gruff 13 Epicurus 14 Gael 15 Chip 18 Ashen 21 Pawn 21 Chief 22 Inch 23 Cool

## The ghosts of war disturbing the Far East's peace

The souls of Japan's war dead are posing a tricky diplomatic problem, reports David Watts

Second World War leaders have come back to haunt the Japanese government in a peculiarly ticklish and intangible religious problem which may have far-reaching consequences for China's new domestic liberalization policies.

Whatever Mr Yasuhiro Nakasone, Japan's unashamedly nationalist Prime Minister, does from now on to exorcise these ghosts of history will alienate either the right wing of his Liberal-Democratic party or threaten Japan's most important regional relationship.

The tension centres on Yasukuni, an imposing shrine in Tokyo which was the centre of state Shinto, or Emperor worship, in the period leading up to the Second World War. It also houses the souls of some 2.6 million of Japan's military war dead. All those who died in the service of their country are enshrined regardless of their religion.

Remarkable - until recently. Then China's leaders discovered that vicious pillagers of their country were deified in one of Japan's most important shrines. They decided to make use of it in a modest way to help overcome a worrying decline in morals and the authority of the Communist Party as Deng's reforms have taken hold.

In May the authorities, in Peking began drawing attention to Japanese atrocities and marking war anniversaries with great ceremony to show students and other back-sliders that they had never had it so good. Meanwhile Mr Nakasone, for his own domestic political reasons, was planning to put another brick in the rebuilt wall of Japanese self-respect and finally "close the accounts of the war". That is his code phrase for the restoration of a more nationalistic Japan which pays more attention to its traditions, including the strengthening of the Emperor's role.



Prime Minister Nakasone at the Yasukuni shrine last year August he left no doubt about that. The response, both at home and in China, was immediate. To left-wing critics in Japan it was an indication that Mr Nakasone, a former Imperial Navy officer, is intent upon rebuilding Japan into a military power. Others are more

concerned at infringements of, and attempts to revise, the constitution. The Chinese government has no objections to a militarily reborn Japan as a counter-balance to the Soviet Union, and makes that clear in private, but it has been quite willing to use the shrine issue for its own domestic purposes.

### The issue is taking on a life of its own

Mr Nakasone and the establishment claim widespread support for the Yasukuni visits, based on what they say are increasingly favourable ratings in the opinion polls. Many of those polls, however, are carried out by the Prime Minister's office and do not address the problem of Yasukuni directly.

One recent poll question merely asked if the individual supported the showing of respect for Japan's war dead - an unexceptionable idea that has little to do with the real issue. Deng's problems in China and the growing use of the "Japanese economic imperialism militarism" argument to oppose economic liberalization cannot be overcome so easily. There have been signs recently that the issue is now out of the hands of Peking and taking on a life of its own. How effectively these

arguments will be used by Deng's opponents is not yet certain. The Japanese Liberal-Democratic party has sought to slip out of the crisis by trying to persuade the religious authorities at Yasukuni to transfer the troublesome souls of war criminals to another, smaller shrine within the grounds.

Quite apart from the fact that the concept of "dis-enshrining" someone is difficult for theologians to contemplate, the shrine's elders were strongly opposed to the idea.

Through the confusion of what is, after all, a purely theoretical problem - there are no actual remains in the shrine - it is clear that the hitherto separate strands of domestic policies in Japan and China are now inextricably intertwined to the embarrassment of both.

When Mr Nakasone next visits Yasukuni shrine, later this year, he cannot contemplate reverting to the status of private citizen, whatever the resulting fall-out for the Chinese: the right wing of his own party would make far more formidable critics.

On the other hand, if he does go ahead with it the goss will be irrevocably off one of Japan's less troublesome and more promising economic relationships.

**Insiston**  
**HIGH & DRY**  
Really Dry Gin

TWA to and through the USA

**Any TWA flight in America: £22.**

Take TWA return to America and get TWA flights in America for only £22. It's called the TWA US Rover Ticket\*, minimum 4 flights, maximum 8. TWA flies to over 60 US cities - so you can visit any part of America you choose. See all the America you've dreamed about. Get your TWA Main Agent to help you plan out your itinerary.

\*14-day advance purchase

Leading the way to the USA

سكوا من الاصل

BOOKS

Irish bard head and mumbo-jumbo

Here begins a major scholarly undertaking that promises to bring us over the next decade the complete letters in a dozen volumes or so, of the man himself.

James Fenton reviews the letters of a young poet and mystic of a dim kingdom

THE COLLECTED LETTERS OF W.B. YEATS, 1865-1895 Edited by John Kelly Oxford, £22.50

Irish. The definition of what was truly Irish tends to be befitfully folkloric, and there is a marked prejudice against the Eighteenth Century and the Nineteenth.

Truth is to be found not by the intellect but by the imagination. It is to be sought in cottages and hovels, among mad beggars and dotty old crones.

A sad accident happened at Madame Blavatsky lately I hear. A big materialist sat on the astral double of a poor young Indian.

Quite how seriously Yeats took, or intended us to take, his investigations into magic is something that the reader will continually ask himself.

And somebody should have given Yeats a dictionary as well. His spelling has to be read to be believed; and it is part of the charm of this edition that no attempt has been made to interfere with it.

seeks to avoid on the one hand the Darwin-Huxley-Tyndall cast of mind, something that today might be dubbed reductionist; and on the other the historical-fundamentalist approach to religion, the Bishop Ussher approach to Bible studies.

So when he talks of Celtic legends, we see at times a man who apparently knows what myth is, and is quite happy about it.

This is an understandable, even defensible, position, but it is by no means consistently held. The other side of Yeats's side that makes you want to throw this volume straight out of the window into the fiscal waters of Manila Bay, and to telegraph Mr Kelly to the effect that a decade or so of one's life is far too much to devote to this junk.

I went to a great fairy locality - cave by the Rosces Sands - with an uncle and a cousin who is believed by the neighbours and herself to have narrowly escaped capture by that dim kingdom once.



of about 47 - heard presently voices like those of boys shouting and distant music, but saw nothing. My cousin, however, saw a bright light and multitudes of little forms clad in crimson, as well as hearing music and then the far voices.

Horrors under the respectability

FICTION

Nicholas Shakespeare

ENEMIES AND OTHER STRANGERS By Christopher Leach Dutton, £9.50

THE MYSTERY OF THE SARDINE By Stefan Themerson Faber, £9.55

THE NUDDISTS By Guy Bellamy Secker & Warburg, £9.50

TEFUGA By Peter Dickinson The Bodley Head, £9.95

When asked how she wanted her hair done, Cecil Woodham-Smith used to tell the hairdresser "in perfect silence".

Take "The Hockey-Player". A commuter breaks down one cold night driving home. Catching a train he finds a warm and empty compartment.

Eventually I believe the hard-headedness came to help him. He hated realism and was dismayed at modernism, but he could see when one aesthetic had become exhausted and another had to take its place.

There is not a single hairdresser in *The Nuddists*; but Guy Bellamy's novel seems infested with this Porsche-driving class who holiday round Spanish swimming pools and return to stone-clad homes in Wimbledon.

death of a famous poet precipitates a lesbian affair between the man's wife and his secretary. Fluently written, quick and confident in its direction, it promises to do something original with the dollops of elliptical, chaotic philosophy informing every page.

Professor of logic. Under a charitable light the resulting collage could be seen as a prose equivalent of Kurt Schwitters on whom Themerson has also written. Less charitably it might be judged as a shoal of red herrings, each one pursued as soon as it is spawned; and all of them, in the end, pulled together in one net and presented as inexorably linked.

There is similarly little centre of gravity to Peter Dickinson's *Tefuga* which is set in Nigeria and sets out, ambitiously, to examine the nature of authority - whether colonial, military, or tribal.

A rubbish dump world, with love

SCIENCE FICTION

Tom Hutchinson

DINNER AT DEVIANT'S PALACE By Tim Powers Chato & Windus, £9.95

Here's a hero we're likely to read more about. In a dulled, post-apocalyptic rubbish dump of a world the rakehell musician Greg Rivas glitters with long-forgotten attributes such as integrity and loyalty, qualities that are used against him when he's persuaded to seek the girl who was once his love.

She's been absorbed into the Jaybush religious cult, whose devotees surrender their personalities - and more - to some grotesque omniscience. Intending to be his girl's redeemer, and armed only with a tune from Prokofiev's *Peter and the Wolf*, Rivas infiltrates the whole nasty business.

Tim Powers's method is to take the drug-culture sins of this generation and project them into a mid-degree future. It may seem a bit preachy, but he tells a first rate tale and Rivas is a hero of real-cool potential, very identifiable, very sequel- and movie-orientated. Pity Paul Newman is just that bit too old.

I Hope I Shall Arrive Soon, by Philip K. Dick (Gollancz, £8.95). Short stories from the late, great master of the irrational-hallucinated, stunning fictional hallucinations which are, nevertheless, secondary in

We loved, sir - used to meet

A.S. Byatt

MORE THAN FRIEND The Letters of Robert Browning to Katharine de Kay Bronson Edited by Michael Meredith Armstrong Browning Library & Wedgwood Press, £12.95

movements of thought in his time, was a very great poet indeed. That has never been fully recognized, perhaps because his grittiness and quiddity and pursuit of fine distinctions and recordable facts put him outside the mainstream of Great British poetry.

Henry James knew Browning was great, and was puzzled by the disparity between the subtle poet and the hearty dinner-out of the widowed years.

and the real writer, secretly and perpetually moving his pen, even in the dark. Henry James also planned a novel about Mrs Katharine Bronson, a rich American lady who entertained Browning in his last years in her palazzo in Venice.

Some of his best poems bear directly on the problem of historical evidence that underlay the whole questioning of Biblical authority in his time. He believed he was an objective, not a subjective poet - the speakers of his love lyrics are less likely to be the poet himself than in most cases.

Browning's most recent biographers sum up Mrs Bronson as a plump person surrounded by Chinese lapdogs and peppermint chocolates. Mr Meredith treats her with more respect; she wrote poor poems, he tells us, but a definitive unpublished book on Venetian naval architecture. He ventures a poem in *Forishah's Fancies* pleading for Sense as well as Soul in love, and the

capitalization of the word Friend in the dedication to Mrs Bronson of *Asolando*, as evidence of Browning's stronger feelings. But the letters as a whole don't bear out his case. They are all courteous chatter and expression of warm gratitude.

Mr Meredith has the habit of saying "perhaps Browning might have felt..." in one paragraph, and assuring it as historical fact that he did so feel in the next. This might have amused Browning himself, one of whose major contributions to literature was the dramatic portrayal of partiality and bias in the selection of evidence in argument.

and the real writer, secretly and perpetually moving his pen, even in the dark. Henry James also planned a novel about Mrs Katharine Bronson, a rich American lady who entertained Browning in his last years in her palazzo in Venice.

Some of his best poems bear directly on the problem of historical evidence that underlay the whole questioning of Biblical authority in his time. He believed he was an objective, not a subjective poet - the speakers of his love lyrics are less likely to be the poet himself than in most cases.

Browning's most recent biographers sum up Mrs Bronson as a plump person surrounded by Chinese lapdogs and peppermint chocolates. Mr Meredith treats her with more respect; she wrote poor poems, he tells us, but a definitive unpublished book on Venetian naval architecture. He ventures a poem in *Forishah's Fancies* pleading for Sense as well as Soul in love, and the

recording (in order to pay off some old scores) the opinion of him written in a Senegalese student's thesis, and in his masochistic reproduction of the judgement of David Cante written by the editor of *The Guardian* during the affair of the non-publication there of a Cante essay.

David Walker

THE ESPIONAGE OF THE SAINTS

By David Cante Hamish Hamilton, £12.95

be a leitmotif in what, though billed as two essays is, in fact, a single major piece on the relationship of art and politics in Black Africa, to which has been added a previously published Cante diatribe on the inquiry of Mr Peter Preston, the editor of aforesaid *Guardian*, plus random jottings on the Ponting affair.

*The Guardian*. Mr Cante says, shopped Sarah Tisdall, and for that crime Mr Preston is subjected to page upon page of vituperation. He draws his cartoons with verve. Eventually, though, they dissatisfy him as well as us. He begins to probe Clive Ponting's motives, doubts Ms Tisdall, and sends final judgement on the new Zimbabwe despite its trading the anti-colonial revolution. His mirror clouds, and the emergent picture of governments, their servants, and their policemen - and Mr Cante - takes on subtler, more intriguing lines.

Spotlights on Silence and the State

Hamish Hamilton Paperbacks Celebrations of friendship and childhood A Late Beginner Priscilla Napier 'Pure joy' Sunday Express An evocative memoir of an Edwardian childhood spent in the shadow of the pyramids 8pp of illustrations £5.95 God's Apology A Chronicle of Three Friends: Hugh Kingsmill, Malcolm Muggeridge and Hesketh Pearson Richard Ingrams 'The editor of Private Eye celebrates them as an embodiment of anti-intellectualism, common-sense and English decency' Observer App of illustrations £5.95

The Concise English Dictionary The definitive gift - to new subscribers to the THES. Take out a year's subscription today and we will give you a copy of the hardback New Collins Concise English Dictionary (worth £8.50) containing over 96,000 references. Simply fill in the coupon and send it to the address shown with your cheque for £33.00 (made payable to Times Newspapers Limited). The Times Higher Education Supplement Please send me a year's subscription to the Times Higher Education Supplement. I enclose my cheque/postal order for £33.00 made payable to Times Newspapers Limited. Name Address Signed Date Please send this coupon, together with your cheque, to Linda Bartlett, The Times Higher Education Supplement, Plover House, 2, Bohn Lane, LONDON EC4M 4ER. Please note this offer is open to new subscribers in the UK only and closes on February 28 1986.

KARA KUSH A unique reading experience... full of incredible, fantastic, heroic stories... what a book! Doris Lessing a novel by IDRIES SHAH Afghanistan: a land invaded, a people divided. But it takes more to ravage the soul and dim the courage of a nation. £10.95 575pp Collins







THE ARTS

Theatre

Women Beware Women, by the Jacobean playwright Thomas Middleton (right), opens tonight at the Royal Court. The tragedy has been substantially rewritten by Howard Barker. According to Barker the two dramatists have been in debate about the changes he has made...

The redemptive power of desire

Bianca, an upper-class Venetian girl, elopes to Florence with Leantio, a clerk. She is seen by the Duke of Florence and, through the machinations of Livia, a middle-aged widow, she is seduced by the Duke. Livia herself falls in love with the young Leantio.



The dear pains my love took, how it has watched! Whole nights together in all weathers for thee...

Beckett trilogy Riverside

No other playwright exercises such nice control over the performance of his work as Samuel Beckett. Not even he, however, can control the work of time, that implacably mechanical bad joke which his characters strive to refute.

As an early birthday salute, the Riverside has been staging a mini-festival of his plays and poetry. The biggest candles on the cake are the three short pieces with which Billie Whitelaw made such a splash in New York two years ago, the third of which Mr Beckett wrote for his 75th birthday celebrations.

Enough, the introductory companion piece, presents a familiar conceptual landscape through which the female narrator is journeying, infinitely slowly, infinitely stooped man ("He gave me his hand like a tired old ape").

By giving them so much wit, you could not resist giving them the gift of sarcasm. They are both wonderfully bitter at the expense of posturing women, and Sordido is the obvious ideal opponent for the Duke.

Contemporary reactionary ethics would make such a viewpoint welcome. They are reviving a medieval social theology in which human nature is deemed incurably corrupt in order to reconcile the poor with poverty, the sick with sickness, and the whole race to extermination.

After a praised production of Mary Stuart last year, the enterprising company P.L.C. has turned its attention to an earlier Schiller play. Again affairs of the heart are entangled with political plots, this time at the court of Philip II of Spain.

In yours, a woman engineers the fall of a woman, for a man. That is the role of women in your time. In mine, a woman engineers the fall of a woman, but for her own enlightenment.

M: This would explain your redemption of the low-life characters. Sordido, in your version is a job with a mission, and the Ward a study in pain.

M: My final remark. How do you justify your continuing use of my title? What it means in my version is clear enough, but in yours?

M: In yours, a woman engineers the fall of a woman, for a man. That is the role of women in your time. In mine, a woman engineers the fall of a woman, but for her own enlightenment.

Most of this is historically absurd but can be made dramatically fruitful, as Verdi was to acknowledge. This highly accomplished production by Malcolm Edwards is played against a brick wall, with the shapes of blocked arched windows repeated on the brick floor.

When is a diary columnist not a columnist? Answer: when he is Peter Bowles playing Neville Lytton, epomymous hero of Lytton's Diary (Thames). This is a drama series which really does try to have its cake and eat it.

On the evidence of last night's National Hero it does not seem so scarcely credible that Lytton in Peter Bowles's interpretation could in all cold blood destroy the reputation of a retiring national hero and yet remain the genial fellow he is supposed to be.

Finally Duty Free (Yorkshire), now in its third series (God help us!), British chauvinism, jokes about bi-detts (that oldest and dearest of ducks) and weakly constructed farce made up of the stuff of last night's episode, Costa del Crime.

The less savoury aspects of the Press could do with a little scrutiny. Lytton's Diary throws in a few eye-opening examples (for those outside the business) of journalistic practice and malpractice, but it is a gentle assault.

Television Scarcely credible

When is a diary columnist not a columnist? Answer: when he is Peter Bowles playing Neville Lytton, epomymous hero of Lytton's Diary (Thames). This is a drama series which really does try to have its cake and eat it.

On the evidence of last night's National Hero it does not seem so scarcely credible that Lytton in Peter Bowles's interpretation could in all cold blood destroy the reputation of a retiring national hero and yet remain the genial fellow he is supposed to be.

Finally Duty Free (Yorkshire), now in its third series (God help us!), British chauvinism, jokes about bi-detts (that oldest and dearest of ducks) and weakly constructed farce made up of the stuff of last night's episode, Costa del Crime.

The less savoury aspects of the Press could do with a little scrutiny. Lytton's Diary throws in a few eye-opening examples (for those outside the business) of journalistic practice and malpractice, but it is a gentle assault.

On the evidence of last night's National Hero it does not seem so scarcely credible that Lytton in Peter Bowles's interpretation could in all cold blood destroy the reputation of a retiring national hero and yet remain the genial fellow he is supposed to be.

Finally Duty Free (Yorkshire), now in its third series (God help us!), British chauvinism, jokes about bi-detts (that oldest and dearest of ducks) and weakly constructed farce made up of the stuff of last night's episode, Costa del Crime.

The less savoury aspects of the Press could do with a little scrutiny. Lytton's Diary throws in a few eye-opening examples (for those outside the business) of journalistic practice and malpractice, but it is a gentle assault.

On the evidence of last night's National Hero it does not seem so scarcely credible that Lytton in Peter Bowles's interpretation could in all cold blood destroy the reputation of a retiring national hero and yet remain the genial fellow he is supposed to be.

Finally Duty Free (Yorkshire), now in its third series (God help us!), British chauvinism, jokes about bi-detts (that oldest and dearest of ducks) and weakly constructed farce made up of the stuff of last night's episode, Costa del Crime.

The less savoury aspects of the Press could do with a little scrutiny. Lytton's Diary throws in a few eye-opening examples (for those outside the business) of journalistic practice and malpractice, but it is a gentle assault.

On the evidence of last night's National Hero it does not seem so scarcely credible that Lytton in Peter Bowles's interpretation could in all cold blood destroy the reputation of a retiring national hero and yet remain the genial fellow he is supposed to be.

Finally Duty Free (Yorkshire), now in its third series (God help us!), British chauvinism, jokes about bi-detts (that oldest and dearest of ducks) and weakly constructed farce made up of the stuff of last night's episode, Costa del Crime.

The less savoury aspects of the Press could do with a little scrutiny. Lytton's Diary throws in a few eye-opening examples (for those outside the business) of journalistic practice and malpractice, but it is a gentle assault.

On the evidence of last night's National Hero it does not seem so scarcely credible that Lytton in Peter Bowles's interpretation could in all cold blood destroy the reputation of a retiring national hero and yet remain the genial fellow he is supposed to be.

Finally Duty Free (Yorkshire), now in its third series (God help us!), British chauvinism, jokes about bi-detts (that oldest and dearest of ducks) and weakly constructed farce made up of the stuff of last night's episode, Costa del Crime.

Concert

complete performance, providing further evidence that far from buckling under the weight of expectation he has to carry, Benjamin appears to relish it. Nice for him, and very nice for us. The Fantasy on Lambic Rhythm, much the longest piece, ramified brilliantly from its opening two-note cell (B flat - D flat short-long), its lucid discourse nicely balancing argument and caprice and propelled on a torrent of blues-like rhythms. Meditation on Haydn's Name took an unchanging chord in the piano's middle register and floated evanescent sonorities around it - a simple idea perfectly realized - while Relativity Rag cross-hatched its ma-

es relate back to the colourful world of Stravinsky's Ragtime and Renard, where Diego Masson drew some crisply synchronized Sinfonietta playing - too obviously punchy for the Stravinsky of this period. I think, but exhilarating just the same. The curious scoring of the enchanting little "chips from the bench" of Stravinsky's years in Switzerland necessitated a bevy of clarinets (and clarinetists) of different shapes and sizes; Linda Hirst vividly projected the angular pose of the vocal lines in Pribaoutki, the Berceuses du chat and the later, more austere Elegy for JFK.

Country music Ricky Skaggs Albert Hall

It is interesting that Ricky Skaggs is not among the artists included in the impending "Discover New Country" campaign, concerted publicity drive by major record companies to raise the sagging profile of country music in Britain. His exclusion is presumably based on the assumption that he has already been discovered as probably the most significant country talent of the Eighties, and yet, despite his prodigious collection of awards and country chart-topping records, there were many vacant seats in evidence at the miserably cold Albert Hall for his London appearance.



Skaggs: most significant country talent of the Eighties

his authenticity as a performer in a genre where the right roots can be almost as important as the right notes. Born in Kentucky, performing in local churches since the age of five, resident in Nashville, and inducted in 1982 as the Grand Ole Opry's sixty-first and youngest member, he personifies a length of country tradition better than some contenders twice his age.

acoustic guitar version of the breakneck-pace "Country Boy" which was better than the author Albert Lee's own performance at the recent Everly Brothers concert. The seven-piece band accompanying Skaggs were no less impressive as they rattled through the long set of songs, executing cleverly arranged parts with precise, relaxed assurance. The traditional country instrumentation of fiddle, banjo and swelling pedal steel well to the fore.

Very few of the songs were his own compositions, and even the "new" ones ("You're Running Wild", for example) were old, but his interpretative skills were sufficient to stamp his own mark of authority on numbers ranging from the hoodlum showdown of Bill Monroe's "Uncle Pen" to the mawkish sentimentality of Peter Rowan's "You Make Me Feel Like a Man" (yes, a "lurve song"). By the closing "Highway 40 Blues", toes were tapping and limbs unfreezing perhaps it is the British climate that makes country music seem so unequivocally the product of an alien society.

David Sinclair

Opening performances: British premiere of NEIL SIMON'S BRIGHTON BEACH MEMOIRS. A smash hit in New York and hailed there as 'THE BEST PLAY OF THE SEASON'.

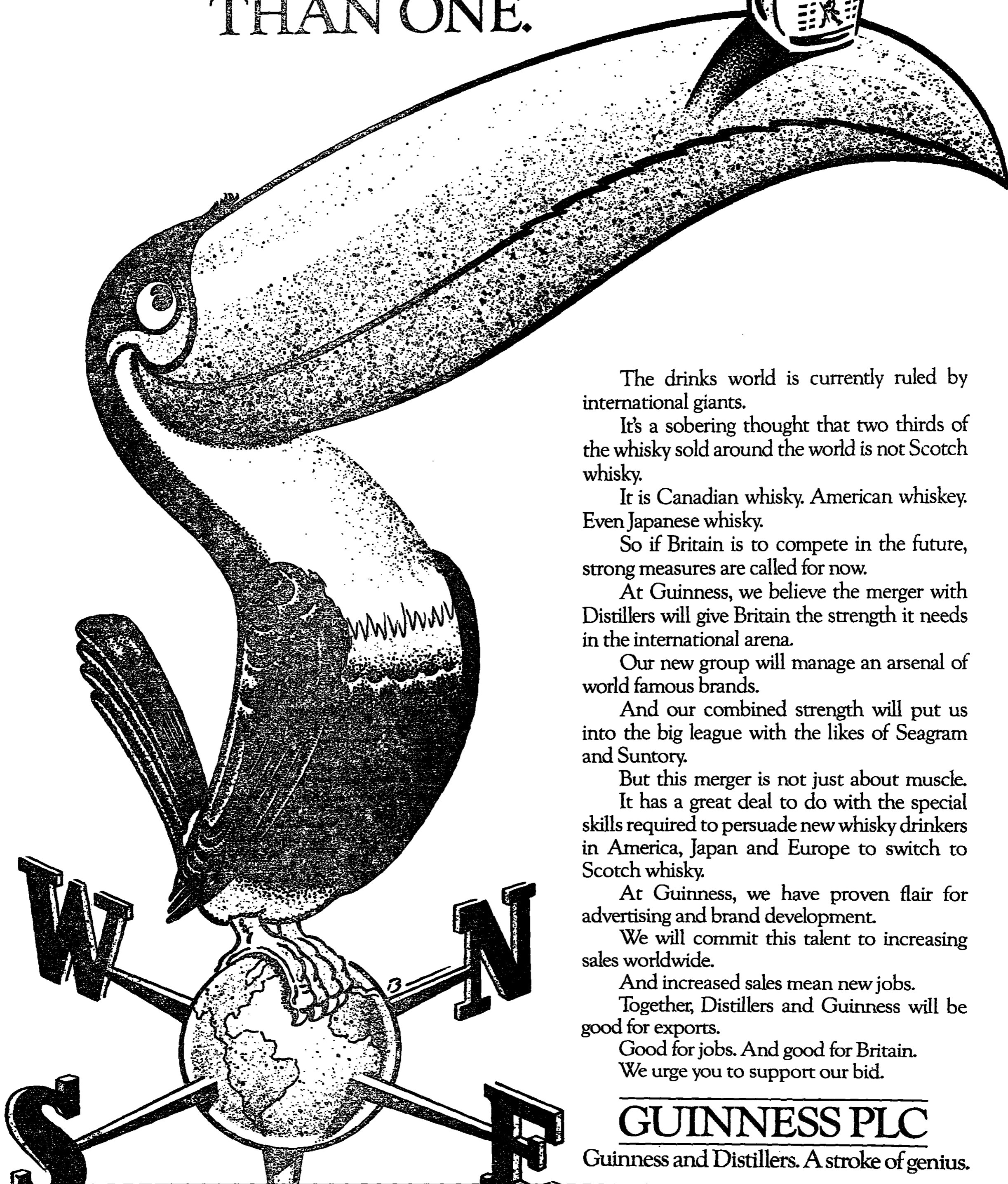
ACADEMY CINEMA ONE Oxford Street - 437 2981 Presents RICHARD DEMBO'S DANGEROUS MOVES

I wish there was something I could do to help, Sir. It's not your fault Max - I wish it was. LEND ME A TENOR. A comedy. GLOBE THEATRE

The Royal Opera SALOME. RICHARD STRAUSS after OSCAR WILDE. Royal Opera House. Gwyneth Jones, José van Dam, Helga Dernesch, Robert Tear.

PROGRESS. A vicious, satirical comedy exposing the power games that bubble under the surface of modern communal living. Lyric Theatre.

IN THE  
INTERNATIONAL DRINKS  
MARKET,  
TWO CAN DO BETTER  
THAN ONE.



The drinks world is currently ruled by international giants.

It's a sobering thought that two thirds of the whisky sold around the world is not Scotch whisky.

It is Canadian whisky. American whiskey. Even Japanese whisky.

So if Britain is to compete in the future, strong measures are called for now.

At Guinness, we believe the merger with Distillers will give Britain the strength it needs in the international arena.

Our new group will manage an arsenal of world famous brands.

And our combined strength will put us into the big league with the likes of Seagram and Suntory.

But this merger is not just about muscle. It has a great deal to do with the special skills required to persuade new whisky drinkers in America, Japan and Europe to switch to Scotch whisky.

At Guinness, we have proven flair for advertising and brand development.

We will commit this talent to increasing sales worldwide.

And increased sales mean new jobs.

Together, Distillers and Guinness will be good for exports.

Good for jobs. And good for Britain.

We urge you to support our bid.

**GUINNESS PLC**

Guinness and Distillers. A stroke of genius.

This advertisement is published by Morgan Grenfell & Co. Limited and The British Linen Bank on behalf of Guinness PLC. The Directors of Guinness PLC are the persons responsible for the information contained in this advertisement. To the best of their knowledge and belief (having taken all reasonable care to ensure such is the case) the information contained in this advertisement is in accordance with the facts. The Directors of Guinness PLC accept responsibility accordingly. SOURCE: International Wine and Spirit Record.

هكذا من الأصل

F  
lain  
budg  
spee  
is C  
He v  
i fev  
tis s  
ust  
md  
ema  
keep  
3ake  
he  
vhic  
riun  
hat  
n it  
He  
vad  
and  
f S  
Quin  
ord  
oicc  
ucee  
970.  
Sin  
one  
nd v  
est  
ow  
ig  
ppo  
ithe  
s be  
se  
ees  
ke c  
ny  
reas  
"la  
orar  
l  
fact  
onoi  
f t  
cus  
ory  
out  
ims  
ne l  
ly  
so c  
ant  
ster  
In  
ant  
ranc  
ther  
gaim  
e S  
nvir  
um'  
de l  
thir  
Not  
her  
"H  
i Pa  
pi  
nce.  
er t  
ci  
The  
rne  
c ui

PRO  
Lr  
To  
Eu  
de  
Ha  
Di  
Bu  
Sr  
De  
Lr  
He  
17.  
OW  
Lq  
Ev  
Al  
Ce  
Su  
(6)  
Se  
By  
OLU  
CRC  
Ho  
OW  
Pr  
Pi

I  
Tr  
pu  
Ba  
is:  
cas  
Re  
poc  
inc  
IR.  
an  
H  
Isi  
out  
ord  
be  
ster  
tota  
lex  
We  
in  
rev.  
the  
br  
gan



FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

Bankers take a wary view of the future

If bankers are good judges of their own business, the next decade will prove a grim time for the industry. In an attempt to foresee the way banking will develop in these rapidly changing times Arthur Andersen, the accountant, decided to go straight to the horse's mouth. Yesterday it published the fruits of a comprehensive survey - the first of its type - which canvassed the opinions of 600 senior bankers, their competitors and assorted experts in the United Kingdom and other European countries.

These developments will favour sheer size. Small banks, particularly those with assets of less than \$150 million (£107 million), will shrink rapidly in number as they are forced out of business or taken over by bigger rivals. The survivors will be those who can find a profitable special niche and those big and diverse enough to take losses in areas such as traditional commercial banking and new-style securities trading while looking for more profitable business elsewhere.

The overwhelming message is that the days of easy business and fat profit margins are gone. Indeed, the pressure of competition is already forcing banks into policies that will erode their profitability. An astonishing 77 per cent of those questioned do not believe that securities trading after the big bang will produce returns high enough to justify the large capital investments put into it by many banks.

The search for profits will force banks increasingly into retail operations, though here they will face strong competition from insurance companies and, above all, building societies - some of which will become indistinguishable from banks. The lack of relish for deregulated securities markets, however, stands out most clearly from this survey. The respondents believe the markets will become increasingly price unstable. The "culture clash" between bankers and stockbrokers and jobbers yoked together is expected to cause continuing problems.

Speed-up in water sell-off

Roy Watts, chairman of the Thames Water Authority and the keenest and longest standing advocate of privatization of the water industry, must be a satisfied man. Yesterday's White Paper on privatization of the 10 water authorities in England and Wales has promised him virtually everything for which he could have dared to hope.

Private hands by early 1988 provided the Government runs its full term of office. Privatization of the authorities with their £27 billion of assets and 51,000 employees will represent a massive extension of the Government's denationalization programme. It also offers enormous opportunities for furthering the Government's aim of wider share ownership, with employees and customers of the authorities likely to be targeted as the most likely and attractive purchasers of the shares.

Reagan ready to concede tax increase for first time

From Bailey Morris, Washington

President Reagan, has indicated, for the first time in the US deficit reduction battle, that he may accept a tax increase, an oil import fee, to raise new revenues. He will insist, however, that any new revenues be used to offset changes resulting from tax reform, not to reduce the record federal deficit of more than \$200 billion.

Mr John Heinz, chairman of the Republican Senatorial Campaign Committee, said he hoped Mr Reagan's appeal was "an invitation to a bipartisan budget summit". Without such a dramatic effort, Mr Heinz said he did not see how the United States would reach the deficit reduction goals specified in the new balanced budget law.



David Stockman: provoked anger at the White House

Mr Robert Dole, the House and Congress are at odds over priorities. If Mr Reagan opens the door to tax increases from oil fees, for example, Mr Dole said a majority of Republicans think he should use the revenues to reduce deficits. The President's directive to Mr James Baker, his Treasury Secretary, to determine whether industrial nations should meet to discuss international currency reforms was applauded widely.

Distillers sued over deal with Guinness

By Jeremy Warner Business Correspondent

The Department of Trade and Industry confirmed last night that it is looking into allegations that Guinness and Distillers may have breached the Companies Act.

Minister calls off Norway trip to avoid Opec contact

By David Young Energy Correspondent

The Government's determination to avoid being seen to make any public contact with the Organization of Petroleum Exporting Countries during the present upheaval in world oil prices has resulted in the Energy Minister, Mr Alick Buchanan-Smith, abandoning plans to meet his Scandinavian counterparts this weekend at a seminar where Opec would be represented.



Alick Buchanan-Smith: "all-night sittings"

The weekend with the Norwegian oil minister, Mr Karre Kristiansen, and other Scandinavian government ministers whose portfolios involve the energy industries. Mr Buchanan-Smith has now told the Norwegians that he is unable to attend because he is involved in the all-night sittings in Parliament to push through the legislation to privatize British Gas.

Power from oil as prices fall

By Our Energy Correspondent

The large, oil-fired power stations which supply no less than 25 per cent of the entire nation's electricity from oil for long periods during the dispute. The CEGB is now monitoring the oil price situation daily, but because it is such a potentially large purchaser on the Rotterdam market it is keeping its buying intentions a closely guarded secret. A spokesman said: "During the miners' strike our purchases were so large that they moved the market upwards so we have to be careful when and how we enter the market."

GM takeover will cut discounts

By Edward Townsend, Industrial Correspondent

The takeover of Leyland Vehicles by General Motors of the United States should put an end to "over the top" discounting by British truck makers in the oversupplied British market, one of the leading European producers said yesterday. Mr Alan Fox, chief executive of Iveco UK, the British arm of Fiat's commercial vehicle subsidiary, said that future product development was being hampered by low prices and lack of profitability throughout Europe. Leyland Vehicles clearly had been selling some of its models at a substantial loss.

Increases of between 5 and 10 per cent for most commercial vehicles last year, British manufacturers made losses or at best broke even. Mr Fox said: "Economies of development must be found in the form of joint ventures within the industry to ensure a healthy future for all participants in the truck business". Although discounting has been a feature of the lorry and van market for some years, reflecting an estimated overcapacity among manufacturers of 40 per cent, the industry has been particularly incensed at the discount Leyland has been offering on its new 7.5-tonne Road Runner truck. This year, said Iveco, price increases of at least 8 per cent had to be imposed if the industry was to become viable.

Marwan raises Extel stake to 11%

The Egyptian financier, Dr Ashraf Marwan, yesterday increased his stake in Extel Group, buying another 55,000 shares to take his holding to 11.03 per cent.

Demerger Corporation says that Dr Marwan had been unaware of the bid plans. Dr Marwan's main concern is there should be some kind of cash alternative to the current paper bid, and it seems that the bidders are now trying to organize one.

IN BRIEF Sterling steadies

The pound steadied yesterday after the sharp falls of recent days, and gained nearly 1.5 cents to \$1.3910. However, continued weakness of North Sea oil prices pushed the pound to a new closing low of 3.3175 against the mark. The sterling index, reflecting the pound's gain against the dollar, rose 0.1 to 73.6.

ITC offer

The International Tin Council's producer and consumer groups are understood to have offered to pay £30 million each towards resolving the tin crisis, now in its fourth month. But this is far short of the £200 million ITC contribution proposed by the banks and brokers. The ITC has gross debts of £900 million.

Bank debut

The Hongkong and Shanghai Banking Corporation's subsidiary, Hongkong Bank of Australia, opened for business in Melbourne and Sydney today after receiving formal confirmation yesterday of the granting by the Australian Government of a full licence.

Allianz buy

Allianz, the German insurance group, has bought a controlling interest in Affiliated Legal Protection of Bristol for £2.4 million. The new subsidiary, which will offer cover for legal expenses, will change its name to Allianz Legal Protection.

Berlei revival

Berlei, the foundation wear manufacturer rescued from the receiver by Courtaulds, has begun manufacturing and expects to have a turnover of £9 million this year. Orders worth £800,000 have been received.

Bestwood deal

Bestwood has acquired three property services businesses - Beaumont Drew, ABC Decorations and Clean Walls Services - from Charles Baynes for about £300,000.

P&O buyout

The management of Anglo Overseas Transport Co has bought the company from the Peninsular and Oriental Steam Navigation Co.

Advertisement for NatWest International Bank. Text: 'It's easier to cut through foreign paperwork when there's help close to home.' Includes NatWest logo and contact information for various branches.

TEMPUS

Oil doubts cut short frolics of the bulls

Jitters markets on both sides of the Atlantic yesterday hardly gave the bulls much scope for celebration after Tuesday's monetary fiesta. Gilts opened 1/8 point down, and then stopped dead until the charming...

Traders assumed that the tale represented part of the Bank of England's bag of tricks designed to keep the market guessing and shifting upwards. They were not surprised substantially to find that the story had exploded and that sterling was resuming its downward trek.

With sterling weak against the mark by less than a tenth in the past few weeks the motor sector should have benefited strongly on the stock market. But investors have been uneven in their appreciation, with shares in Armstrong Equipment rising by 25 per cent and others almost untouched.

Shares in Guest, Keen & Nutfield and AE, however, have risen by only about 7 per cent in the past month, even though the German market is important to both companies.

Lucas Industries has been least affected of all the component companies, with its shares rising by only 2.5 per cent in the past month. While there has been some downgrading of current year forecasts recently, Mr Paul Burgess of Albert E. Sharp believes the long-term prospects are good. On that basis he says Lucas is one of the cheapest stocks in the sector.

The poor of Birmingham will be taking a keen interest this week in events at the Baron Davenport's Charity Trust, which channels the income from its 20 per cent shareholding in the local brewery, Davenport's, to the needy of the city.

Motors

The fate of what remains of our motor industry lies in the balance. On the one hand the sale of some of B.L. to General Motors or Ford could be a loss to British component suppliers, especially if the Americans continue to buy the bulk of their requirements for vehicle parts outside the United Kingdom.

On the other hand, sterling's weakness against the mark is a major plus point for an industry which sells to and competes internationally with German companies. With sterling weak against the mark by less than a tenth in the past few weeks the motor sector should have benefited strongly on the stock market.

But investors have been uneven in their appreciation, with shares in Armstrong Equipment rising by 25 per cent and others almost untouched. Admittedly Armstrong has been supported by bid speculation.

Shares in Guest, Keen & Nutfield and AE, however, have risen by only about 7 per cent in the past month, even though the German market is important to both companies. Lucas Industries has been least affected of all the component companies, with its shares rising by only 2.5 per cent in the past month.

While there has been some downgrading of current year forecasts recently, Mr Paul Burgess of Albert E. Sharp believes the long-term prospects are good. On that basis he says Lucas is one of the cheapest stocks in the sector.

The poor of Birmingham will be taking a keen interest this week in events at the Baron Davenport's Charity Trust, which channels the income from its 20 per cent shareholding in the local brewery, Davenport's, to the needy of the city.

Traders assumed that the tale represented part of the Bank of England's bag of tricks designed to keep the market guessing and shifting upwards. They were not surprised substantially to find that the story had exploded and that sterling was resuming its downward trek.

COMPANY NEWS

PARKFIELD GROUP: The company has entered into a conditional contract to acquire William Lee and Durham Tube from Taurus for £3.7 million.

The acquisitions will help develop Parkfield's foundry and engineering interests.

ENGLISH TRUST GROUP: For the six months to Dec 31, 1985 an interim dividend of 1p is being paid on April 8 on increased capital (0.91p adjusted last time).

INDUSTRIAL PRECISION CASTINGS: An interim dividend of 1.33p (0.62p) is being paid on March 1. Turnover for the six months ended Nov 30, 1985 was £2.63 million (£1.85 million).

BULLOUGH: A final dividend of 5.5p (4.57p adjusted) is being paid for the year to Oct 31, 1985, making a total of 8.2p (7.1p adjusted). Turnover was £105.37 million (£88.56 million). Pre-tax profit was £12.36 million (against £10.12 million).

HARRISON MALAYSIAN PLANTATIONS: The company will buy 955.96 acres of land from Bedford Berhad for £5.5 million. The sale is subject to the approval of the Foreign Investment Commission of Malaysia.

DANAE INVESTMENT TRUST: The unaudited net asset value per capital share at January 31 was 19.68p.

JOVE INVESTMENT TRUST: The unaudited net asset value per capital share at January 31 was 34.69p.

KEPPEL SHIPYARD: Keppel Shipyard's industrial engineering division has been awarded projects worth \$26 million (\$40.8 million) payable today. Net investment income was \$4,236,987 (\$4,803,358).

MEZZANINE CAPITAL CORPORATION: The dividend for the half year to November 30 is \$0.4808 (\$0.481) payable today. Net investment income was \$4,236,987 (\$4,803,358).

Shares scaled fresh peaks on the London stock market yesterday, encouraged by this week's unexpectedly good company supply figures. However, continuing concern over the prospect for oil prices dampened the hopeful mood and shares finished below their best levels.

Dealers feel trading conditions will continue to be nervous and prices erratic until the present uncertainties over Britain's oil revenues are resolved.

The pound's recovery against the dollar took some of the shine off the international stocks which have benefited this week on anticipation of increased overseas earnings.

ICI was down 7p at 827p while Jaguar - which yesterday touched a record 431p - slid back to 48p.

Some dealers were still concerned about sterling, however, on fears that any serious weakening could trigger a round of interest rate rises. As a result many shares in the stores sector suffered losses of between 5p and 8p.

The FT-30 index closed down 0.8 at 1,163.1.

STOCK MARKET REPORT

Shares slip from peak on oil price worries

By Cliff Feltham

Shares scaled fresh peaks on the London stock market yesterday, encouraged by this week's unexpectedly good company supply figures. However, continuing concern over the prospect for oil prices dampened the hopeful mood and shares finished below their best levels.

Dealers feel trading conditions will continue to be nervous and prices erratic until the present uncertainties over Britain's oil revenues are resolved.

The pound's recovery against the dollar took some of the shine off the international stocks which have benefited this week on anticipation of increased overseas earnings.

ICI was down 7p at 827p while Jaguar - which yesterday touched a record 431p - slid back to 48p.

Some dealers were still concerned about sterling, however, on fears that any serious weakening could trigger a round of interest rate rises. As a result many shares in the stores sector suffered losses of between 5p and 8p.

The FT-30 index closed down 0.8 at 1,163.1.

Shares scaled fresh peaks on the London stock market yesterday, encouraged by this week's unexpectedly good company supply figures. However, continuing concern over the prospect for oil prices dampened the hopeful mood and shares finished below their best levels.

EXCHANGES

The pound rebounded sharply after rumours, later denied, that oil ministers from Britain and Norway would meet in secret talks. Sterling, which was languishing around overnight levels before the reports, jumped 1.45 cents against the dollar to 1.9330.

It also improved well against the mark, with a 4.07 percent rise to 3.3680. This pushed the effective index up to a high of 74.0 from a low of 73.2, although the rate fell slightly later.

A broker's circular prompted buying in Reed International, lifting the shares to 699p, a 10p improvement. Distillers went 15p ahead to 578p on hopes of a higher bid from Argyll.

Speculative demand created action among the textile and engineering sectors. Among the best was Baker Perkins, 10p up at 253p, James Neill 10p up at 184p, Vantona 8p up at 450p, and Illingworth Morris, 7p to the good at 103p.

The cost of overnight money moved higher in early dealings yesterday. The shortage, though not great, appeared to be outside the discount houses, which appeared to be long on money, hence their apparent lack of interest in tendering for assistance. The Bank of England was able to buy only £29 million of bills at the end of the morning.

Although period rates eased a little, the mood of the market remained uneasy.

The cost of overnight money moved higher in early dealings yesterday. The shortage, though not great, appeared to be outside the discount houses, which appeared to be long on money, hence their apparent lack of interest in tendering for assistance. The Bank of England was able to buy only £29 million of bills at the end of the morning.

Although period rates eased a little, the mood of the market remained uneasy.

The cost of overnight money moved higher in early dealings yesterday. The shortage, though not great, appeared to be outside the discount houses, which appeared to be long on money, hence their apparent lack of interest in tendering for assistance. The Bank of England was able to buy only £29 million of bills at the end of the morning.

Although period rates eased a little, the mood of the market remained uneasy.

Table with columns for High/Low, Company, Price, Change, and % P/E. Includes entries for 1985 and 1986 data.

Table with columns for Bid, Offer, Change, and Yield. Contains numerous financial trust listings under headings like 'UNIT TRUST INFORMATION SERVICE', 'FINANCIAL TRUSTS', 'SCOTTISH EQUITY', etc.

كوزا من الاصل

COMMERCIAL PROPERTY

Hammerson short of time for City office schemes

By Judith Huntley

Hammerson Group is planning a large-scale redevelopment of Dominant House, the City of London office building it bought for £11.5 million last year.

Talks are under way with the City Corporation over plans to add 50 per cent to its existing 100,000 sq ft. But there is a possibility that Hammerson could build a bridge across the road to its riverside site, Brooks Wharf, and develop both sites with 400,00 sq ft of new offices.

The developer has already applied to the City for Dominant House, but moves have yet to be made on Brooks Wharf. Hammerson does not expect to start work on Dominant House until 1988.

The LEP Group, which has a riverside site next door to Brooks Wharf, has finalized an agreement with the City Corporation to take on a new 150-year ground lease on its land and build 185,000 sq ft of offices.

St Quintin and James Andrews & Partners, the letting agents, are expecting rents of £30 a sq ft for the space. Hammerson has the firm without paying an additional fee for doing so.

In practice, however, most users know so little about computers that they are lost without the documentation, manuals and support that come with each official copy of the software, and it can actually save them money to ensure that each employee is equipped with all the information needed to run a program.

The word-processing leader Micropro recently declared an amnesty for users of illegal copies of its successful (and unprotected) Wordstar program by offering them full documentation, registration and software support for £40 - a saving of more than £200 on the recommended retail price of the software.

In two or three years time, however, such an offer might not mean anything as there is every indication software prices are falling dramatically. Many predict this will further curb piracy problems.

If software costs less than £100 - and much of the new business software for low-cost business computers such as Amstrad's PCW 8256 and Atari's 520 ST falls into this category - then there is not much of a saving in buying your own floppy discs and photocopying pages of the manual.

Even new software for the IBM-PC and true IBM-compatible computers (which can be bought for as little as £800) is becoming less expensive. Last year Mr Adam Osborne, founder of the ill-fated Osborne Computer company, launched Paperback Software - a company which offered a wide range of business applications each priced at less than £100.



Windmill sales ...

St Martins Property Corporation has sold a site for 200,000 sq ft of space on its 80-acre Windmill Hill development in Swindon, Wiltshire, to America's largest fleet management company, PPH International.

The accounts are believed to be paying just under £20 a sq ft for the space in No 1 London Bridge. Meanwhile Citibank, believed to be the key tenant at London Bridge City, has yet to sign a lease.

The City Corporation is putting the finishing touches confirmed that Price Waterhouse, the firm of accountants, is taking 83,000 sq ft at London Bridge City, its £120 million development, south of the river, stretching from London Bridge to Tower Bridge.

The accounts are believed to be paying just under £20 a sq ft for the space in No 1 London Bridge. Meanwhile Citibank, believed to be the key tenant at London Bridge City, has yet to sign a lease.

The City Corporation is putting the finishing touches confirmed that Price Waterhouse, the firm of accountants, is taking 83,000 sq ft at London Bridge City, its £120 million development, south of the river, stretching from London Bridge to Tower Bridge.

MFI buys former airfield for £3 million

MFI, the furniture retailer now merged with Asda, has bought 567 acres of land at Lutterworth, Leicestershire, for just over £3 million to build its largest distribution centre.

MFI envisages developing the site over the next decade and it may be used for distribution by Asda and Allied Carpets, its sister company.

The former airfield has been sold on the condition that MFI does not use it for retail development. The company will have more than 1 million sq ft of space at Lutterworth in the long term.

Boothbourne Properties has won planning permission to develop the former ABC cinema at Maidenhead, Berkshire. The site on the corner of the High Street will be redeveloped with 24,500 sq ft of offices and 84 parking spaces.

This planning consent takes the Royal Borough of Windsor and Maidenhead to the limit of its office space allocation by Berkshire County Council which has reduced allocations in the town as well as at Reading, Newbury and Bracknell.

Boothbourne Properties bought the cinema site from Thorn EMI which lost an appeal to redevelop it in 1984. Edwin Hill & Partners and Goldstein Leigh Miles are the letting agents for Boothbourne. The scheme will be completed by late next year.

The Prudential Assurance Company has sold its freehold interest in Park House, a new 13,000 sq ft office building at 4 Park Place, in St James's, London, for more than £6 million. Pension fund clients of King & Co have bought the investment at a yield of less than five per cent.

The offices are let to Canada Permanent at a rent of more than £26 a sq ft. Five Oaks Investments developed the scheme with the Prudential. Conway Relf Stanton acted for the vendor.

The office market in central London saw a take-up peak last year with available space dropping from 9 million sq ft in the middle of 1984 to only 4.9 million sq ft at the end of 1985, according to Debenhams Tewson & Chinnocks.

The company's latest survey reveals that 1985 was the most active year for occupancy since 1978. In contrast to the letting and sales market, the amount of space coming on to the market has stayed constant over the last two years at about 11.4 million sq ft.

North Sea pioneers drill on despite market risks

Seismic surveys show that oil exists under the far northern waters of the North Sea.

The high-technology needed to bring it from the dangerous depths has been developed and the men willing to take the physical and financial risks involved are already working.

What are lacking are the customers. With oil swelling round the world market and existing producers offering substantial discounts, the barrel from the North Sea which may cost more than \$20 to produce is hardly saleable or attractive to the investor asked to finance new projects.

However, the North Sea oil industry has produced its own breed of optimist who base their decisions on sound scientific data and who are now looking at the new frontier areas of the deep waters north and west of the Shetlands - to provide Britain with the oil it will need in the next century when the large oil fields in the comparatively shallow waters run dry.

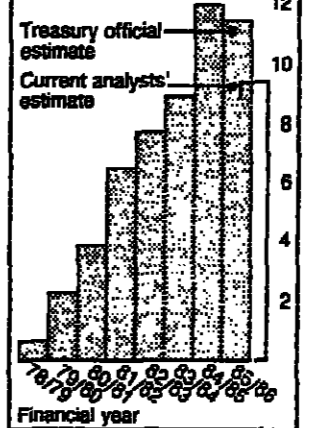
It is these companies that the Department of Energy expects to keep the oil and gas flowing in, although accepting that revenues will probably never reach their 1984-85 peak of £12 billion.

Leading the search in the waters 750 miles north of London is Sovereign Oil and Gas, a British company which is in the unique position among the independents of owning its own semi-submersible drilling rig, the Sovereign Explorer.

The rig is one of only a handful capable of drilling in waters deeper than 2,000 feet and has a unique mooring system which saves time and money.

Sovereign is now using its income from the large Brae field operated by Marathon UK - it also has oil flowing from shares in the BP Forties Field and the Occidental Claymore Field - to finance the most ambitious drilling programme being undertaken in British waters.

UK GOVERNMENT TAX TAKE



Financial year

regime in the North Sea, the price would have to drop nearer \$5 a barrel before some production would have to be turned off.

Mr David Morrison, the North Sea specialist at the broker Wood Mackenzie, said: "From our findings it is readily apparent that even at a price as low as \$5 a barrel there would be no compulsion for the bulk of UK producers to cut production."

"However, before the price got anywhere near that level some companies might reduce output if they felt short-term reductions in cash flow could be more than made up at a later date when prices were better."

"In any event the question of the impact of oil priced at \$5 a barrel is somewhat academic in that it is highly unlikely to fall that far. World-wide switching from other fuels, principally coal, would preclude such a price collapse."

Mr Humphrey Harrison, the oil analyst with the broker Fielding, Newton-Smith, said: "We believe that crude prices could fall well below even \$15 a barrel. We do not discount the possibility that this may only be a temporary plunge and that prices could afterwards rebound to stabilize at around \$17, but equally we cannot argue with much conviction that they will."

"The scourge of the market now is perhaps not so much the basic supply-demand imbalance, but the wishful thinking that has so influenced the policies and forecasts of the industry recently and, ultimately, led to the current malaise."

Mr Michael Varzi, the world oil price specialist at the broker Grieveson Grant, said: "We believe that there is technical support for spot prices between \$18-\$22 a barrel over the next few weeks. The big question is whether the political support for prices also exists at current levels."

David Young Energy Correspondent

Cheaper software undermines pirates

The much-publicized fight against software piracy has largely failed because the copying of programs is virtually impossible to prevent.

Elaborate devices to stop copying of computer software are often annoying for genuine purchasers as they cannot take security copies of the software which they have paid for and, as an additional cost to the manufacturer, must either be absorbed or passed on to the buyer.

Software protection against piracy can also mean that some programs will work on only one machine, limiting the software's use in a multi-machine office.

The software companies have argued that removing software protection from their discs will allow large companies to copy software and distribute large numbers of illegal copies throughout

every indication software prices are falling dramatically. Many predict this will further curb piracy problems.

If software costs less than £100 - and much of the new business software for low-cost business computers such as Amstrad's PCW 8256 and Atari's 520 ST falls into this category - then there is not much of a saving in buying your own floppy discs and photocopying pages of the manual.

Even new software for the IBM-PC and true IBM-compatible computers (which can be bought for as little as £800) is becoming less expensive. Last year Mr Adam Osborne, founder of the ill-fated Osborne Computer company, launched Paperback Software - a company which offered a wide range of business applications each priced at less than £100.

But the business software market has not been the only sector affected by copy-protection schemes. Manufacturers of games software for home computers have, for the past six months, been trying to prevent schoolchildren from copying one another's programs.

The most controversial plan has been a system called Lenslock, which causes the computer to display a coded sequence of numbers and letters on-screen as you load your game. The numbers and letters can only be viewed through a special viewing device that accompanies the game cassette.

To use the game you must type in the letters and numbers you see on-screen within a few seconds or the screen will go blank and the program will be erased

IMF chief calls for initiative on debt

By Our City Staff

Real progress had been made in managing the debt problem over the past three years. Mr Jacques de Larosière, managing director of the International Monetary Fund, told members of the Overseas Bankers Club in London this week.

"Financial discipline must be strengthened and long overdue structural reforms must be put in place so that adjustment can be combined with durable growth. Implementation of the right policies will require political courage by governments in debtor and creditor countries alike. It will also require financial support and understanding from the international financial community."

Mr de Larosière said that the sharp decline in oil prices confronted oil exporting countries with "new challenges." The responsibilities of each of the major parties were heavy - but they were not greater than the stakes involved in the debt problem.

"We live in a difficult and interdependent world. The debt initiative offers a constructive framework for harnessing that interdependence towards sustainable growth in the developing and developed world. It is now time to make that initiative work and to take concrete action."

COMPANY NEWS

NORTHGATE EXPLORATION: The company has agreed to sell its 10 per cent share in Tara Exploration and Development, owner of Europe's largest zinc-lead mine, for £12.5 million (£6.25 million) to Outokumpu Oy, the mining group controlled by the Finnish government. Outokumpu intends to make a cash offer "as soon as practical" to purchase Tara's outstanding shares at Can\$19.00 per share. Northgate owns 661,741 (10 per cent) and Noranda owns 3.3 million (48 per cent) of the total outstanding shares. Both companies have agreed to accept Outokumpu's offer.

TADDALE INVESTMENTS: Turnover for six months ended Oct 31 1985 was £9.31 million (£18.13 million for the year ended April 30, 1985). Operating profit was £8.71 million (£8.85 million). Pretax profit was £533,000 (£317,000). Earnings per share were 8.27p (5.14p). Textured Jersey: Dividend April 1.

THOMSON T-LINE: The Diamond Company has waived the condition relating to the value of Thomson T-Line stocks as at Nov 30, 1985. The acquisition by Diamond of 931,195 Thomson shares (61.5 per cent) is unconditional.

FLEMING ENTERPRISE: An interim dividend of 3p is to be paid on March 4.

APPOINTMENTS

Woolwich Equitable Building Society: Mr David Small has been made general manager for housing. Mr Stanley Cummings has become assistant general manager of finance. Other new appointments at assistant general manager level are: Mr Haw Akersman (marketing); Mr Frank Bardlett (letting policy); Mr David Blake (corporate affairs); Mrs Jackie Riley (corporate planning); and Mr Michael Skinner (members accounts).

Hellermann Deutsch: Mr David J Burt is now joint managing director of the Bowthorpe Holdings connector subsidiary.

Inbucon: R E Potter, a member of the board of Inbucon Management Consultants, has been named as marketing director for international and special projects. Mr J W Baylton, Midlands regional director, has been appointed to the board as marketing director for UK regions.

Moben Kitchens: Mr Bob Hollick has become managing director.

Jean Sorrell: Mr Keith Fox has become operations director and deputy managing director.

George Wimpey PLC: Mr George Payne and Mr David Hephell have joined the executive board. Mr Payne has been a director and general manager of George Wimpey International since 1983. Mr Hephell is currently deputy chairman of Wimpey Merchants, chairman of Wimpey Dubiter and managing director of Wimpey.

Northern Engineering Industries: Mr Terry Harrison is to be executive chairman on Sir Duncan's McDonald's retirement in May. Mr Graeme Anderson and Mr Larry Thadde are to become deputy chairmen. Sir Donald Mackenzie has been made a non-executive director.

The Fleming Technology Investment Trust plc

Table with columns for Interim Results for the period 31st May - 30th November 1985 (Unaudited). Rows include Total Assets, Net Asset Value per ordinary share, and Share price.

By comparison, for the same period the FT Actuarials Electronics Index fell by 10%, and the Hambrecht & Quist Technology Index (U.S.A.) fell by 7% adjusted for the fall in the dollar.

"It is the Board's belief that the period of consolidation of net asset values, in the face of falling technology share prices generally, is now behind us. News from the U.S.A. is more cheering and continued steady growth in the U.K. and in Japan seems in prospect."

If you would like a copy of the Annual Report and details of our recently announced dividend reinvestment and savings scheme please send the coupon below to the Secretary, Robert Fleming Services Limited, P&O Building, 2nd Floor, 122 Leadenhall Street, London EC3V 4QR.

Name \_\_\_\_\_ Address \_\_\_\_\_ FLEMINGS INVESTMENT TRUST

SPA BOND advertisement with details on interest rates and terms.

BASE LENDING RATES advertisement listing various banks and their interest rates.

Real estate advertisement for MAYPOLE and HOUSE properties, including location and contact information.

Large advertisement for IMPERIAL GROUP, featuring logos for Golden Wonder, Daddies, JOHN SMITH'S YORKSHIRE BITTER, and SUPERKINES.

This advertisement is published by Hambros Bank Limited, on behalf of Imperial Group plc. The directors of Imperial Group plc, including those who have delegated detailed supervision of this advertisement have taken all reasonable care to ensure that the facts stated and opinions expressed herein are fair and accurate. The directors accept no responsibility accordingly.

Portfolio

From your portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

Table with columns: No., Company, Price, Change, % P/E. Includes sections for INDUSTRIALS A-D, INDUSTRIALS 5-Z, BUILDINGS AND ROADS, BREWERIES, BANKS DISCOUNT HP, CINEMAS AND TV, DRAPERY AND STORES, ELECTRICALS.

Please make a note of your daily totals for the weekly dividend of £60,000 in newspaper.

Weekly Dividend table with columns: MON, TUE, WED, THU, FRI, SAT, SUN, Weekly Total.

BREWERIES

Table listing brewery companies and their share prices and changes.

BANKS DISCOUNT HP

Table listing bank discount companies and their share prices and changes.

LOCK INTO BIGGER SALES IN THE SUNDAY TIMES

To advertise your car, holiday home or property for sale in the Sunday Times Classified, fill in your advertisement in the space below. Longer messages can be attached separately. Rates are £9.50 per line for approximately 4 words, minimum 3 lines. £56.10 per c.c. full display. Plus 15% VAT. Prior to your advertisement appearing we will contact you with the cost and confirm the date of insertion. PAY NO POSTAGE. Send to The Sunday Times, Classified Dept., Freeport, London WC1A 4BR.

Advertisement form with fields for Name, Address, Daytime Telephone, Access, and a note to pay by Access or Barclaycard.

STOCK EXCHANGE PRICES

Lower at close

ACCOUNT DAYS: Dealings Began Jan 27, Dealings End Feb 7, Contango Day Feb 10, Settlement Day Feb 17. Forward Bargains are permitted on two previous days.

Main stock exchange price table with columns: 1985 High Low Company Price Change % P/E. Includes sections for OIL, OVERSEAS TRADERS, INSURANCE, LEISURE, MINING, L-R, HOTELS AND CATERERS, INDUSTRIALS, A-D, MOTORS AND AIRCRAFT, S-Z, NEWSPAPERS PUBLISHERS AND, TOBACCO.

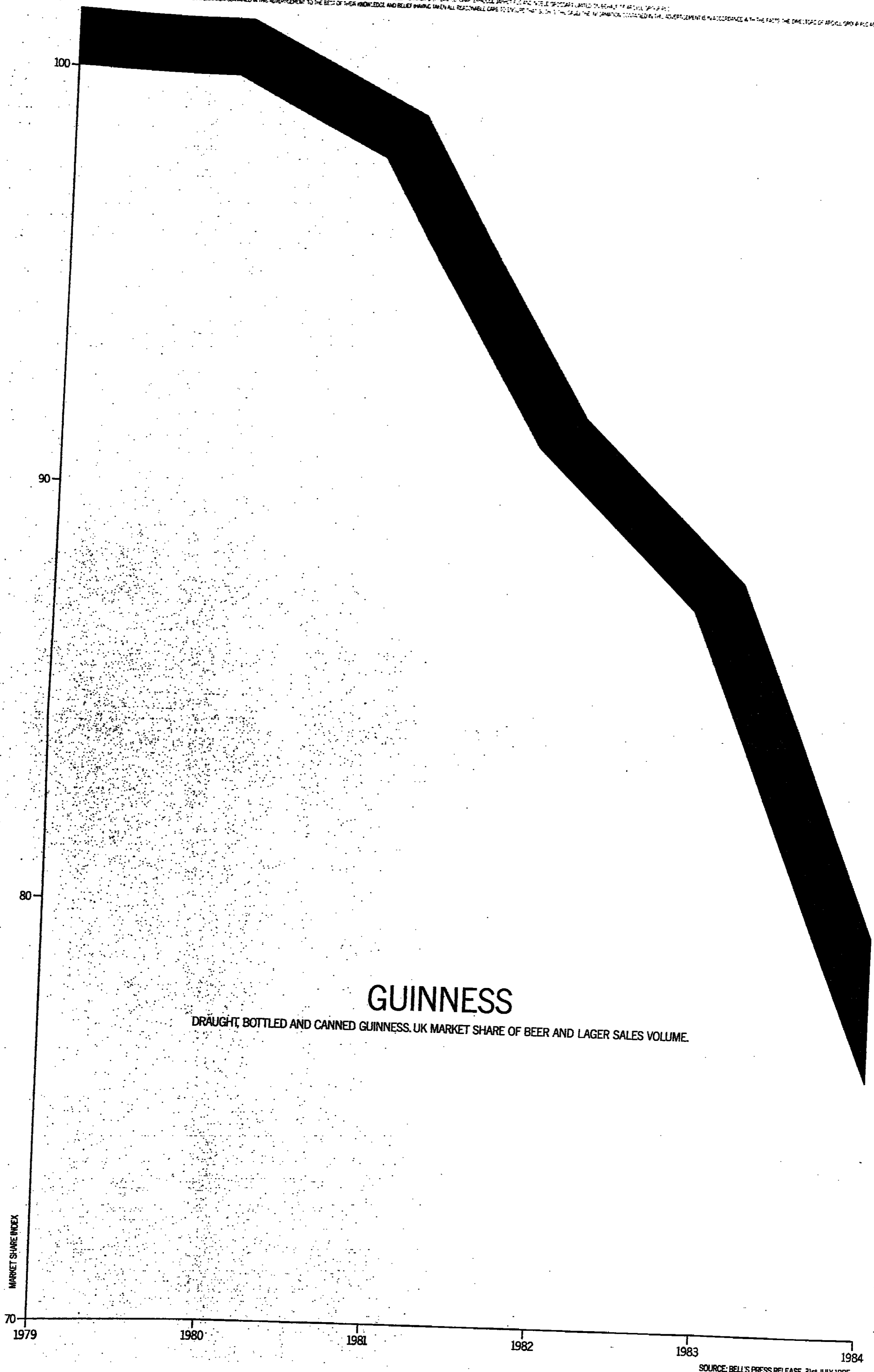
Portfolio logo and text: © Times Newspapers Limited, DAILY DIVIDEND £2,000, Claims required for +29 points, Claimants should ring 0254-5372.

Table listing various commodity and specialty stock prices, including OIL, OVERSEAS TRADERS, INSURANCE, LEISURE, MINING, L-R, HOTELS AND CATERERS, INDUSTRIALS, A-D, MOTORS AND AIRCRAFT, S-Z, NEWSPAPERS PUBLISHERS AND, TOBACCO.

Handwritten text at the bottom of the page: 500 من الأصل

كسب من الأرباح

THE DIRECTORS OF ARGYLL GROUP PLC ARE THE PERSONS RESPONSIBLE FOR THE INFORMATION CONTAINED IN THIS ADVERTISEMENT TO THE BEST OF THEIR KNOWLEDGE AND BELIEF MAKING WHEN ALL REASONABLE CARE TO EVOLVE THAT POSITION. THE OPINION CONTAINED IN THE ADVERTISEMENT IS IN ACCORDANCE WITH THE FACTS. THE DIRECTORS OF ARGYLL GROUP PLC ACCEPT RESPONSIBILITY FOR THE CONTENTS OF THIS ADVERTISEMENT.



GUINNESS  
DRAUGHT, BOTTLED AND CANNED GUINNESS. UK MARKET SHARE OF BEER AND LAGER SALES VOLUME.

SOURCE: BELL'S PRESS RELEASE. 31st JULY 1985.

Unbelievable but true.  
 Distillers have turned to Guinness for marketing help.  
 Argyll. We can revive Distillers' spirits.

Portfol  
 DAILY DIVID  
 £2.00  
 Claims require  
 28 days notice  
 Claimants should note

COVERED BY

MARKET PRICES

PROFIT

21

ie  
 sude  
 ebel  
 I St  
 atio  
 ther  
 a pa  
 sout  
 off

2  
 PJ)  
 takir  
 inic  
 olve  
 secr  
 wou  
 peck  
 is

le  
 orrp  
 Hill,  
 ble  
 ) del  
 inut  
 m w  
 our

rene  
 her  
 ruy  
 / cr  
 oun  
 Sis  
 : o

Ja  
 .e j  
 of  
 irre  
 ce  
 H  
 legi

A  
 in  
 o g  
 it S  
 du

le  
 ( R-  
 Pr  
 obj  
 i je  
 yo  
 oi  
 I

hi  
 in  
 r an  
 L

is  
 e.  
 xt

of  
 's  
 rd



CRICKET  
England try  
on out fault

England's cricket team has been accused of cheating after their victory over Australia in the World Cup final.

YACHTING  
Espionage is  
the game  
as syndicates  
set sail

There are 12 months to run before the America's Cup is decided and many of the 12 metre designs expected to compete in the elimination trial starting in October have still to be launched.

Boxing  
Tall looks ahead  
fruitful year

Barry McGuigan is set for a busy year in the ring, with several high-profile fights lined up.

SKIING  
Walliser's  
victory  
is fruitful

Val Zoldana (AP) - Maria Walliser, of Switzerland, triumphed in a World Cup giant slalom yesterday and regained the overall lead.

BOYSCOUTS  
US TV fears  
boycott

New York (Reuters) - "Boy Scout insurance" has emerged as an issue in contract talks between the American Broadcasting Company and the National Broadcasting Company.

COMMONWEALTH GAMES  
Boycott threat lifted

Nairobi (Reuters) - African states have dropped a threat to boycott the Commonwealth Games in Edinburgh next July.

YACHTING  
Espionage is  
the game  
as syndicates  
set sail

Each syndicate's compound has been fortified with chain-link fencing, padlocked gates and security screens, and the corps of private guards almost outnumber everyone else in town. Crewmen are not encouraged to fraternize with opposing teams for fear that alcohol could loosen their tongues.

SKIING  
Walliser's  
victory  
is fruitful

Val Zoldana (AP) - Maria Walliser, of Switzerland, triumphed in a World Cup giant slalom yesterday and regained the overall lead.

BOYSCOUTS  
US TV fears  
boycott

New York (Reuters) - "Boy Scout insurance" has emerged as an issue in contract talks between the American Broadcasting Company and the National Broadcasting Company.

COMMONWEALTH GAMES  
Boycott threat lifted

Nairobi (Reuters) - African states have dropped a threat to boycott the Commonwealth Games in Edinburgh next July.

YACHTING  
Espionage is  
the game  
as syndicates  
set sail

Each syndicate's compound has been fortified with chain-link fencing, padlocked gates and security screens, and the corps of private guards almost outnumber everyone else in town.

CRICKET  
Australia in  
dramatic  
one-day win

Sydney (AP) - Australia beat India, the world one-day champions, by 11 runs in an exciting first World Series Cup final yesterday.

OLYMPIC GAMES  
US TV fears  
boycott

New York (Reuters) - "Boy Scout insurance" has emerged as an issue in contract talks between the American Broadcasting Company and the National Broadcasting Company.

COMMONWEALTH GAMES  
Boycott threat lifted

Nairobi (Reuters) - African states have dropped a threat to boycott the Commonwealth Games in Edinburgh next July.

Sports profile: boxer who hunts down rabbits and opponents with ease  
No hiding place from McGuigan

Ask the rabbits of Knockbellmor, the big hill a couple of miles from Barry McGuigan's bungalow in Clones, Co. Monaghan, and they will tell you that when the little Irishman sets out to catch them, they can run but they cannot hide.

An instinctive response

This is also confirmed by Jim Sheridan, a Dubliner working in New York and McGuigan's official biographer, who says in his excellent book 'Leave the Fighting to McGuigan: All the holes are covered. The ferret goes down.

After taking his Intermediate Certificate at 16 he achieved the distinction of being the only Irish amateur boxer to win the juvenile, youth and senior titles in one year.

McGuigan inherits determination from his mother, Katie. She opened a store in Clones to help support her family of eight.

McGuigan's greatest asset is his ability to learn. He will spend hours poring over boxing magazines with his brother, Dermot, who is so knowledgeable about the sport that he can tell you all about the old fighters and is even good enough to

SPORT  
SQUASH  
Top target  
is in  
range for  
Cannons



Motor-racing  
ambitions

He bought a Lotus after winning the world title last June but that proved "too light". He now has something a little more substantial - a Mercedes with a racing Cosworth engine that frightens the life out of his parents and manager.

They say the third-born is a saint or a hero, but even McGuigan's proud parents could not have guessed when he was born on February 28, 1961 that he would one day unite north and south Ireland under one flag.

McGuigan does not let his world champion status stand in the way of calling in experts when faced with a big fight.

There is no boxer in Britain more dedicated to training than McGuigan. Five weeks before a big fight he goes to his Bangor retreat, where he stays alone at the Berraford Guest House by the sea.

SQUASH  
Top target  
is in  
range for  
Cannons

Manchester Northern, last season's aggressive winners of the American Express Premier Squash League, appear to have abandoned hopes of repeating their success this season after fielding an injury-affected squad against a full-strength Cannons Club team.

Most spectacular among the Manchester sufferers was Adrian Davies. Against Harvey, the Cannons fourth string, Davies ran himself to the point of nausea, in losing the first two games 4-10 and 8-9.

They say the third-born is a saint or a hero, but even McGuigan's proud parents could not have guessed when he was born on February 28, 1961 that he would one day unite north and south Ireland under one flag.

McGuigan does not let his world champion status stand in the way of calling in experts when faced with a big fight.

There is no boxer in Britain more dedicated to training than McGuigan. Five weeks before a big fight he goes to his Bangor retreat, where he stays alone at the Berraford Guest House by the sea.

McGuigan's greatest asset is his ability to learn. He will spend hours poring over boxing magazines with his brother, Dermot, who is so knowledgeable about the sport that he can tell you all about the old fighters and is even good enough to

After taking his Intermediate Certificate at 16 he achieved the distinction of being the only Irish amateur boxer to win the juvenile, youth and senior titles in one year.

McGuigan inherits determination from his mother, Katie. She opened a store in Clones to help support her family of eight.

McGuigan does not let his world champion status stand in the way of calling in experts when faced with a big fight.

There is no boxer in Britain more dedicated to training than McGuigan. Five weeks before a big fight he goes to his Bangor retreat, where he stays alone at the Berraford Guest House by the sea.

McGuigan's greatest asset is his ability to learn. He will spend hours poring over boxing magazines with his brother, Dermot, who is so knowledgeable about the sport that he can tell you all about the old fighters and is even good enough to

W S O IS  
Gymnastics  
Russians are  
on their way

Three world gymnastics champions confirmed yesterday their participation in The Mirror Soviet Display at Wembley on March 8 and 9.

Oksana Omelchenko and Elena Shushunova, joint holders of the world title, will be in the line-up. Shushunova is also the European women's champion.

Yuri Korolyov, the men's world champion, will also be in the team. This display of Soviet gymnastics, now in its thirteenth year, will feature competitors who between them hold more than 40 Olympic and world championship medals.

This year only two displays will take place because of the Soviet commitments in other parts of the world, and a maximum of 16,000 seats will be available.

McGuigan does not let his world champion status stand in the way of calling in experts when faced with a big fight.

There is no boxer in Britain more dedicated to training than McGuigan. Five weeks before a big fight he goes to his Bangor retreat, where he stays alone at the Berraford Guest House by the sea.

McGuigan's greatest asset is his ability to learn. He will spend hours poring over boxing magazines with his brother, Dermot, who is so knowledgeable about the sport that he can tell you all about the old fighters and is even good enough to

After taking his Intermediate Certificate at 16 he achieved the distinction of being the only Irish amateur boxer to win the juvenile, youth and senior titles in one year.

McGuigan inherits determination from his mother, Katie. She opened a store in Clones to help support her family of eight.

McGuigan does not let his world champion status stand in the way of calling in experts when faced with a big fight.

There is no boxer in Britain more dedicated to training than McGuigan. Five weeks before a big fight he goes to his Bangor retreat, where he stays alone at the Berraford Guest House by the sea.

Strong beyond his years

McGuigan inherits determination from his mother, Katie. She opened a store in Clones to help support her family of eight.

First outing of a low-line, high-speed design hoping to capture grand prix glory

A new era in Formula One design may be heralded by the appearance of the strikingly attractive "low-line" 1986 Brabham BT55 grand prix car, which made its public debut last weekend in a test session at the Estoril circuit in Portugal.

Richard Williams, who will be one of the team's drivers, certainly thinks so. At Estoril, he remarked to an Italian reporter: "A month ago, last year's car seemed competitive. Now, after these tests, I'd say that it's already a masterpiece."

There is no better time for sounding optimistic, of course, than during the run-up to a new season. Nevertheless, the apparently simple act of creating a dramatically lower car, Gordon Murray, the Brabham team's chief designer, will be hoping to achieve the kind of leap in performance that makes this competition an entire season's job.

Motor-racing  
ambitions

He bought a Lotus after winning the world title last June but that proved "too light". He now has something a little more substantial - a Mercedes with a racing Cosworth engine that frightens the life out of his parents and manager.

They say the third-born is a saint or a hero, but even McGuigan's proud parents could not have guessed when he was born on February 28, 1961 that he would one day unite north and south Ireland under one flag.

McGuigan does not let his world champion status stand in the way of calling in experts when faced with a big fight.

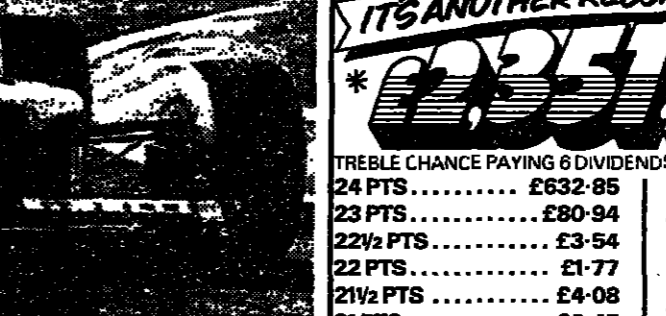
There is no boxer in Britain more dedicated to training than McGuigan. Five weeks before a big fight he goes to his Bangor retreat, where he stays alone at the Berraford Guest House by the sea.

McGuigan's greatest asset is his ability to learn. He will spend hours poring over boxing magazines with his brother, Dermot, who is so knowledgeable about the sport that he can tell you all about the old fighters and is even good enough to

After taking his Intermediate Certificate at 16 he achieved the distinction of being the only Irish amateur boxer to win the juvenile, youth and senior titles in one year.

McGuigan inherits determination from his mother, Katie. She opened a store in Clones to help support her family of eight.

McGuigan does not let his world champion status stand in the way of calling in experts when faced with a big fight.



Transverse engine fitted at 72deg from vertical. Spoiler-section sliding position. 82cm to top of rollover bar.

clearly how Murray, alone among Formula One designers, has managed to keep the driver's feet behind the front axle line, an important safety measure.

There is no boxer in Britain more dedicated to training than McGuigan. Five weeks before a big fight he goes to his Bangor retreat, where he stays alone at the Berraford Guest House by the sea.

PPA CERTIFIED DIVIDENDS  
All dividends subject to rescaling. All matches for February 1st

LITTLEWOODS POOLS LIVERPOOL  
UP! UP! UP!  
IT'S ANOTHER RECORD PAYOUT WEEK  
23 Pts £80-94  
22 1/2 Pts £3-54  
22 Pts £1-77  
21 1/2 Pts £4-08  
21 Pts £0-45

FOR COUPONS  
VERNONS POOLS LIVERPOOL  
ANOTHER FABULOUS PAYOUT THIS WEEK  
on the £2 Million PLUS  
5 GOES A PENNY Treble Chance  
Get your coupon in now!

FIVE GOES A PENNY TREBLE CHANCE 5 DIVIDENDS  
24 Pts £111-90  
23 Pts £15-05  
22 1/2 Pts £0-70  
22 Pts £0-40  
21 1/2 Pts £0-70  
Treble Chance Dividends to Units of 10p.

FOR COUPONS Phone 01-200 0200

ZETTERS POOLS LONDON EC1  
RECORD 15 a 1p PAYOUT!  
THOUSANDS OF 'TOPS' plus  
TENS of THOUSANDS of other WINNERS  
TREBLE CHANCE POOL 4 DRAYS...£4.40  
24 Pts £22.30  
23 Pts £2.15/15  
22 1/2 Pts £0.25/15  
22 Pts £15.00  
21 1/2 Pts £1.00

LUCKY 10 120 25 25 25 3031  
NUMBERS TELEMESSAGE NOW! ZETTERS POOL LONDON EC2  
Phone 01-253 5876 for coupons

GOLF

Big smiles and surprise pay day for the Europeans

By John Ballantine, La Jolla, California

Bernhard Langer, Ken Brown, Nick Faldo and Oosterhuis, compete in the San Diego Open which begins here on the Torrey Pines course today still reeling a little from the extraordinary happenings 400 miles north at Pebble Beach last weekend.

Sandy Lyle began his long flight home on Monday just after Wade Cagle, a PGA official, acceded to the bitter protests of several top American players and brought the first AT&T national pro-am to a finish after rain had washed out play at 11.0am.

The other two Europeans had smiles all over their faces as a result of the foreshortening. Brown, who had been falling away in the final round, got \$19,425 (\$14,000) for finishing in sixth place after 54 holes while Langer received \$11,250 and an addition made to the top of the new \$2m (£1.4m) Vantage Cup competition with 615 points.

Getting rid of the bad and the ugly

One of the great injustices in the game in recent years, in the opinion of Tom Mitchell, has been that clubs, which usually means club directors, have had to pay fines imposed by the League.

The injustice has bitten deep into the soul of one of the game's most colourful and outspoken characters, the bearded sage of Cambridgeshire and council member for Worthington Town.

As always, Mitchell is firing on all barrels. A former Australian tour manager and longest member of the Rugby League council, he is not known for reticence when fighting a cause, and he has decided to launch a campaign not merely against hawking, but against the use of the name 'awful'.

The other edge to his campaign concerns the players who take part in what Tom Mitchell prefers to call an "affray". When referees report teams, and the clubs are brought before the disciplinary committee, fines are imposed on the clubs.

Ford tested at Salford

Sieve Ford, the Cardiff winger who was banned for life from Rugby Union for playing on the clubs, has been given another chance in the Rugby League game (Keith Macklin writes). He is playing in trials at Salford, and has impressed head coach, Kevin Ascroft.

The banning of Ford caused a storm when the Welsh Rugby Union imposed it, with Ford threatening to name up to other players who had had trials with Rugby League clubs.

RACING

Aherlow to hold upper hand

By Mandarin (Michael Phillips)

Those who have backed Chryssor to win this year's Schweppes Gold Trophy at Newbury on Saturday will derive encouragement if his talented stable companion Aherlow wins the valuable Sydney Banks Memorial Novices' Hurdle at Huntingdon today.

It is significant that Simon Christian, his trainer, decided to bypass two plausible alternative engagements at Sandown last Friday and yesterday and wait for this opportunity which has been foremost in his mind since Aherlow won his last race at Kempton Park by 12 lengths.

With Iba Majed also standing his ground, Aherlow's task is anything but easy. Nevertheless, he is still my nap. At Kempton the two who trained in his wake were Kidzimo and Bronski. Between them they had already won seven races this season so the form is rock solid.

Having made all the running over 2 1/2 miles at Uttoxeter, Doncaster and Ascot, Iba Majed will certainly take some catching because he stays extremely well for one by the sprinter Godswall. However, the factor remains that both Troy Fair and Christo, the two who finished immediately behind him at Ascot, have both been beaten in the meantime and I believe Aherlow should prove vulnerable when challenged by a horse of AHERLOW'S class.

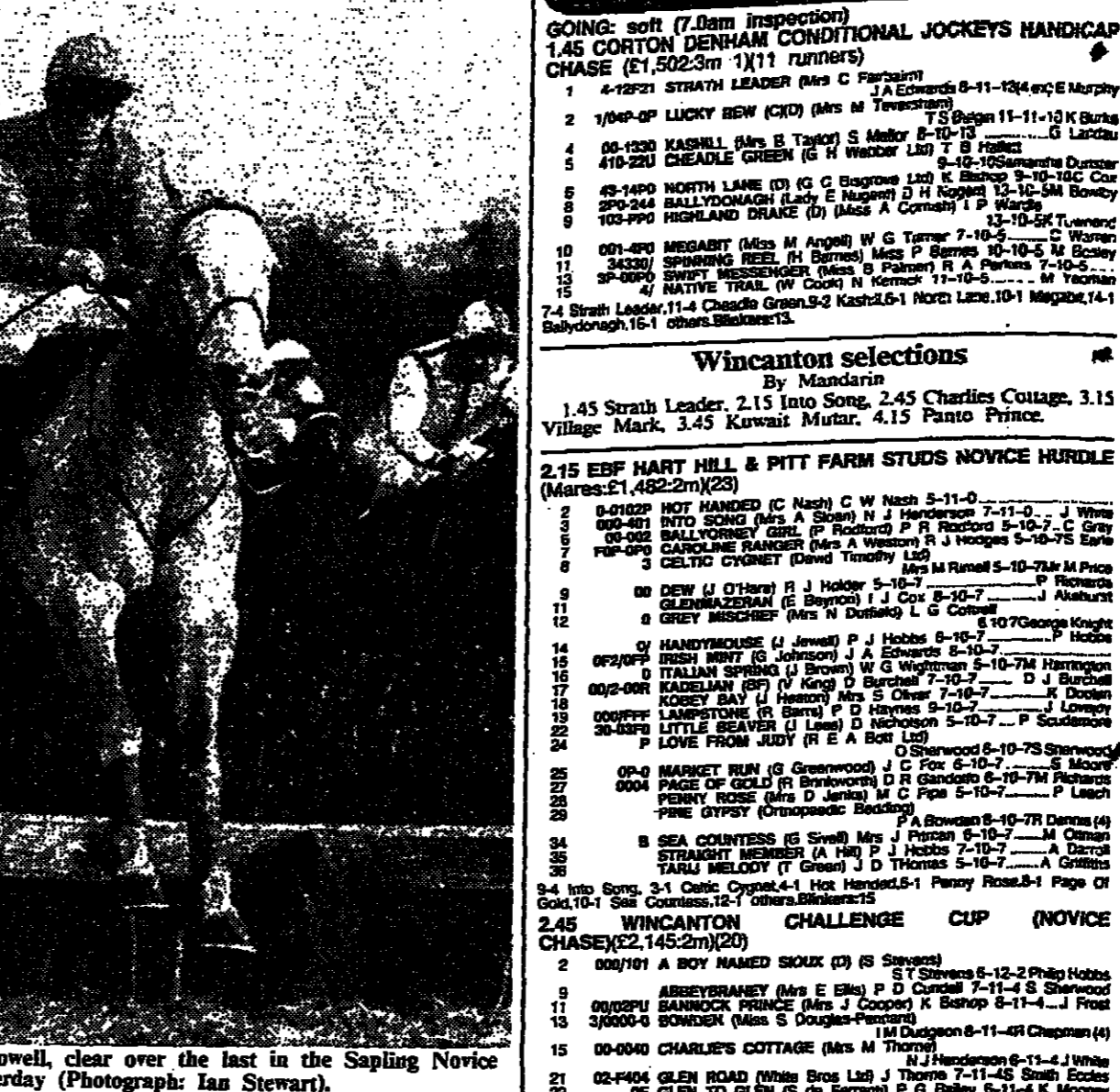
Celtic Slave, a winner for Richard Dunwoody and Tim Forster at 12m, returns for a crack at the Whitlesey Handicap Chase. In this instance though I just prefer Northern Bay even though the distance is a bit on the short side for him. His last two efforts at Cheltenham and Warwick had a genuine ring about them and Celtic Slave will really know that she has been in a battle at a difference of only 6lb.

However, Forster and his jockey can win the Bet with the Totie Novices Chase (qualifier) with Polar Sunset. I have been waiting for this brother to both Western Sunset and Hazy Sunset to reappear ever since he finished fourth in the Catchpool, Brunton Brook and Brass Change in his first steppe chase at Lingfield in December. The longer distance of today's race should suit him ideally.

At Wincanton the successful Lambourn trainer Nicky Henderson is not without a chance of pulling off a fairly double with Intrepid (2.15) and Charles Cottage (2.45). Owned by his sister-in-law, Jane Sloan, Into Song can win the EBF Hart Hill and Pitt Farm Stud Novices Hurdle following that commendable front-running performance at Taunton the month. Half an hour later Charles Cottage, carrying the colours of Henderson's mother-in-law, Wendy Thorne, will be hard to beat in the Wincanton Challenge Cup for 2-year-olds if he is as good over fences as he was over hurdles.

The Dick Woodhouse Chase features another intriguing clash between Village Mark and Tawny Myrth. At Newbury last March, Tawny Myrth's long unbeaten run in bumper chases was broken by Village Mark, who was finally brought to an end by Village Mark. Now following that good run behind Dart Over at Stratford last Saturday, the advantage again appears to lie with the latter.

Very Promising's lack lustre display was explained by the fact that he broke a blood vessel. However, that equine prima donna, Drumadowney, once again declined to perform halfway through the race and it will take a brave man to risk a penny on him in the near future.



Charcoal Wall, and Brendan Powell, clear over the last in the Sapling Novice Chase at Ascot yesterday (Photograph: Ian Stewart).

Brunton Park bravely answers Bradley's call

By John Karter

Brunton Park, the least fancied of three northern challengers, scattered Gold Cup and Grand National hopes like spent betting tickets in the wind when he took yesterday's featured Charterhouse Chase at Ascot.

Under another masterful ride from Graham Bradley, who climbed out of his sick bed to give an object lesson in timing, style and controlled strength in a finish, Brunton Park came to challenge Cybrandian, who had taken over the lead from Drumadowney after third, between the last two fences.

Cybrandian battled back on the flat, but Brunton Park was always holding him. Although the winner is far removed from Gold Cup standard, Cybrandian could be said to have done his prospects in the Cheltenham race no harm, particularly as he was considered in need of the race.

Door Latch, who ran a fine race, only tiring in the straight, will not tackle the Gold Cup and with the Grand National in mind, is likely to miss Cheltenham altogether in favour of a small preparatory race elsewhere. Leading bookmakers reduced Door Latch to 16-1 for Aintree where he must surely have an outstanding chance.

Very Promising's lack lustre display was explained by the fact that he broke a blood vessel. However, that equine prima donna, Drumadowney, once again declined to perform halfway through the race and it will take a brave man to risk a penny on him in the near future.

WINCANTON GOING: soft (7.0am suspension) 1.45 CORTON DENHAM CONDITIONAL JOCKEYS HANDICAP CHASE (E1,502.3m 1)(11 runners)

Wincanton selections By Mandarin 1.45 Strath Leader, 2.15 Into Song, 2.45 Charles Cottage, 3.15 Village Mark, 3.45 Kuwait Mutar, 4.15 Panto Prince.

2.15 EBF HART HILL & PITT FARM STUDS NOVICE HURDLE (Mares: E1,482.2m)(20)

2.45 WINCANTON CHALLENGE CUP (NOVICE CHASE)(E2,145.2m)(20)

3.15 DICK WOODHOUSE HUNTER CHASE (Gentlemen): (E692.2m 5)(16)

3.45 FOVANT NOVICE HURDLE(4-V-0)(E1,055.2m) (23)

4.15 GILLINGHAM HANDICAP HURDLE (E1,786.2m)(14)

3.0 BET WITH THE TOTE NOVICE CHASE (Qualifier: E1,935. 3m 100yd)(18)

3.30 MAJOR CHARLES TOWNSEND MEMORIAL HUNTER CHASE (Amateurs: E251.2m 4)(16)

4.0 LONG STAINTON HANDICAP HURDLE (E1,452.2m 20)(20)

4.25 400 BRISTER GOLDEN (F) (Mrs A Davison 6-11-10) (3) (400yd)

HUNTINGDON

Going: good to soft (chase course); soft (hurdles)

1.30 GLATTON SELLING HANDICAP HURDLE (E1,181.2m 4)(18 runners)

2.0 WHITLESSEY HANDICAP CHASE (E1,797.3m 10)(21)

Huntingdon selections By Mandarin 1.30 Airlanka, 2.00 Northern Bay, 2.30 Aherlow (nap), 3.00 Polar Sunset, 3.30 Beazwam, 4.00 Motuvoor.

2.00 SIDNEY BANKS MEMORIAL NOVICE HURDLE (E5,722.2m 4)(13)

2.30 Airlanka, 2.00 Northern Bay, 2.30 Aherlow (nap), 3.00 Polar Sunset, 3.30 Beazwam, 4.00 Motuvoor.

2.30 Airlanka, 2.00 Northern Bay, 2.30 Aherlow (nap), 3.00 Polar Sunset, 3.30 Beazwam, 4.00 Motuvoor.

2.30 Airlanka, 2.00 Northern Bay, 2.30 Aherlow (nap), 3.00 Polar Sunset, 3.30 Beazwam, 4.00 Motuvoor.

Ascot results

Going: good to soft (chase course); soft (hurdles)

1.30 (3m 100yd) 1. NAVA ROSE (6-6) Bv; 2. Wagoner (7-2) M; 3. Hazy Sunset (4-1) M; 4. Hazy Sunset (4-1) M; 5. Hazy Sunset (4-1) M; 6. Hazy Sunset (4-1) M; 7. Hazy Sunset (4-1) M; 8. Hazy Sunset (4-1) M; 9. Hazy Sunset (4-1) M; 10. Hazy Sunset (4-1) M; 11. Hazy Sunset (4-1) M; 12. Hazy Sunset (4-1) M; 13. Hazy Sunset (4-1) M; 14. Hazy Sunset (4-1) M; 15. Hazy Sunset (4-1) M; 16. Hazy Sunset (4-1) M; 17. Hazy Sunset (4-1) M; 18. Hazy Sunset (4-1) M; 19. Hazy Sunset (4-1) M; 20. Hazy Sunset (4-1) M; 21. Hazy Sunset (4-1) M; 22. Hazy Sunset (4-1) M; 23. Hazy Sunset (4-1) M; 24. Hazy Sunset (4-1) M; 25. Hazy Sunset (4-1) M; 26. Hazy Sunset (4-1) M; 27. Hazy Sunset (4-1) M; 28. Hazy Sunset (4-1) M; 29. Hazy Sunset (4-1) M; 30. Hazy Sunset (4-1) M; 31. Hazy Sunset (4-1) M; 32. Hazy Sunset (4-1) M; 33. Hazy Sunset (4-1) M; 34. Hazy Sunset (4-1) M; 35. Hazy Sunset (4-1) M; 36. Hazy Sunset (4-1) M; 37. Hazy Sunset (4-1) M; 38. Hazy Sunset (4-1) M; 39. Hazy Sunset (4-1) M; 40. Hazy Sunset (4-1) M; 41. Hazy Sunset (4-1) M; 42. Hazy Sunset (4-1) M; 43. Hazy Sunset (4-1) M; 44. Hazy Sunset (4-1) M; 45. Hazy Sunset (4-1) M; 46. Hazy Sunset (4-1) M; 47. Hazy Sunset (4-1) M; 48. Hazy Sunset (4-1) M; 49. Hazy Sunset (4-1) M; 50. Hazy Sunset (4-1) M; 51. Hazy Sunset (4-1) M; 52. Hazy Sunset (4-1) M; 53. Hazy Sunset (4-1) M; 54. Hazy Sunset (4-1) M; 55. Hazy Sunset (4-1) M; 56. Hazy Sunset (4-1) M; 57. Hazy Sunset (4-1) M; 58. Hazy Sunset (4-1) M; 59. Hazy Sunset (4-1) M; 60. Hazy Sunset (4-1) M; 61. Hazy Sunset (4-1) M; 62. Hazy Sunset (4-1) M; 63. Hazy Sunset (4-1) M; 64. Hazy Sunset (4-1) M; 65. Hazy Sunset (4-1) M; 66. Hazy Sunset (4-1) M; 67. Hazy Sunset (4-1) M; 68. Hazy Sunset (4-1) M; 69. Hazy Sunset (4-1) M; 70. Hazy Sunset (4-1) M; 71. Hazy Sunset (4-1) M; 72. Hazy Sunset (4-1) M; 73. Hazy Sunset (4-1) M; 74. Hazy Sunset (4-1) M; 75. Hazy Sunset (4-1) M; 76. Hazy Sunset (4-1) M; 77. Hazy Sunset (4-1) M; 78. Hazy Sunset (4-1) M; 79. Hazy Sunset (4-1) M; 80. Hazy Sunset (4-1) M; 81. Hazy Sunset (4-1) M; 82. Hazy Sunset (4-1) M; 83. Hazy Sunset (4-1) M; 84. Hazy Sunset (4-1) M; 85. Hazy Sunset (4-1) M; 86. Hazy Sunset (4-1) M; 87. Hazy Sunset (4-1) M; 88. Hazy Sunset (4-1) M; 89. Hazy Sunset (4-1) M; 90. Hazy Sunset (4-1) M; 91. Hazy Sunset (4-1) M; 92. Hazy Sunset (4-1) M; 93. Hazy Sunset (4-1) M; 94. Hazy Sunset (4-1) M; 95. Hazy Sunset (4-1) M; 96. Hazy Sunset (4-1) M; 97. Hazy Sunset (4-1) M; 98. Hazy Sunset (4-1) M; 99. Hazy Sunset (4-1) M; 100. Hazy Sunset (4-1) M; 101. Hazy Sunset (4-1) M; 102. Hazy Sunset (4-1) M; 103. Hazy Sunset (4-1) M; 104. Hazy Sunset (4-1) M; 105. Hazy Sunset (4-1) M; 106. Hazy Sunset (4-1) M; 107. Hazy Sunset (4-1) M; 108. Hazy Sunset (4-1) M; 109. Hazy Sunset (4-1) M; 110. Hazy Sunset (4-1) M; 111. Hazy Sunset (4-1) M; 112. Hazy Sunset (4-1) M; 113. Hazy Sunset (4-1) M; 114. Hazy Sunset (4-1) M; 115. Hazy Sunset (4-1) M; 116. Hazy Sunset (4-1) M; 117. Hazy Sunset (4-1) M; 118. Hazy Sunset (4-1) M; 119. Hazy Sunset (4-1) M; 120. Hazy Sunset (4-1) M; 121. Hazy Sunset (4-1) M; 122. Hazy Sunset (4-1) M; 123. Hazy Sunset (4-1) M; 124. Hazy Sunset (4-1) M; 125. Hazy Sunset (4-1) M; 126. Hazy Sunset (4-1) M; 127. Hazy Sunset (4-1) M; 128. Hazy Sunset (4-1) M; 129. Hazy Sunset (4-1) M; 130. Hazy Sunset (4-1) M; 131. Hazy Sunset (4-1) M; 132. Hazy Sunset (4-1) M; 133. Hazy Sunset (4-1) M; 134. Hazy Sunset (4-1) M; 135. Hazy Sunset (4-1) M; 136. Hazy Sunset (4-1) M; 137. Hazy Sunset (4-1) M; 138. Hazy Sunset (4-1) M; 139. Hazy Sunset (4-1) M; 140. Hazy Sunset (4-1) M; 141. Hazy Sunset (4-1) M; 142. Hazy Sunset (4-1) M; 143. Hazy Sunset (4-1) M; 144. Hazy Sunset (4-1) M; 145. Hazy Sunset (4-1) M; 146. Hazy Sunset (4-1) M; 147. Hazy Sunset (4-1) M; 148. Hazy Sunset (4-1) M; 149. Hazy Sunset (4-1) M; 150. Hazy Sunset (4-1) M; 151. Hazy Sunset (4-1) M; 152. Hazy Sunset (4-1) M; 153. Hazy Sunset (4-1) M; 154. Hazy Sunset (4-1) M; 155. Hazy Sunset (4-1) M; 156. Hazy Sunset (4-1) M; 157. Hazy Sunset (4-1) M; 158. Hazy Sunset (4-1) M; 159. Hazy Sunset (4-1) M; 160. Hazy Sunset (4-1) M; 161. Hazy Sunset (4-1) M; 162. Hazy Sunset (4-1) M; 163. Hazy Sunset (4-1) M; 164. Hazy Sunset (4-1) M; 165. Hazy Sunset (4-1) M; 166. Hazy Sunset (4-1) M; 167. Hazy Sunset (4-1) M; 168. Hazy Sunset (4-1) M; 169. Hazy Sunset (4-1) M; 170. Hazy Sunset (4-1) M; 171. Hazy Sunset (4-1) M; 172. Hazy Sunset (4-1) M; 173. Hazy Sunset (4-1) M; 174. Hazy Sunset (4-1) M; 175. Hazy Sunset (4-1) M; 176. Hazy Sunset (4-1) M; 177. Hazy Sunset (4-1) M; 178. Hazy Sunset (4-1) M; 179. Hazy Sunset (4-1) M; 180. Hazy Sunset (4-1) M; 181. Hazy Sunset (4-1) M; 182. Hazy Sunset (4-1) M; 183. Hazy Sunset (4-1) M; 184. Hazy Sunset (4-1) M; 185. Hazy Sunset (4-1) M; 186. Hazy Sunset (4-1) M; 187. Hazy Sunset (4-1) M; 188. Hazy Sunset (4-1) M; 189. Hazy Sunset (4-1) M; 190. Hazy Sunset (4-1) M; 191. Hazy Sunset (4-1) M; 192. Hazy Sunset (4-1) M; 193. Hazy Sunset (4-1) M; 194. Hazy Sunset (4-1) M; 195. Hazy Sunset (4-1) M; 196. Hazy Sunset (4-1) M; 197. Hazy Sunset (4-1) M; 198. Hazy Sunset (4-1) M; 199. Hazy Sunset (4-1) M; 200. Hazy Sunset (4-1) M; 201. Hazy Sunset (4-1) M; 202. Hazy Sunset (4-1) M; 203. Hazy Sunset (4-1) M; 204. Hazy Sunset (4-1) M; 205. Hazy Sunset (4-1) M; 206. Hazy Sunset (4-1) M; 207. Hazy Sunset (4-1) M; 208. Hazy Sunset (4-1) M; 209. Hazy Sunset (4-1) M; 210. Hazy Sunset (4-1) M; 211. Hazy Sunset (4-1) M; 212. Hazy Sunset (4-1) M; 213. Hazy Sunset (4-1) M; 214. Hazy Sunset (4-1) M; 215. Hazy Sunset (4-1) M; 216. Hazy Sunset (4-1) M; 217. Hazy Sunset (4-1) M; 218. Hazy Sunset (4-1) M; 219. Hazy Sunset (4-1) M; 220. Hazy Sunset (4-1) M; 221. Hazy Sunset (4-1) M; 222. Hazy Sunset (4-1) M; 223. Hazy Sunset (4-1) M; 224. Hazy Sunset (4-1) M; 225. Hazy Sunset (4-1) M; 226. Hazy Sunset (4-1) M; 227. Hazy Sunset (4-1) M; 228. Hazy Sunset (4-1) M; 229. Hazy Sunset (4-1) M; 230. Hazy Sunset (4-1) M; 231. Hazy Sunset (4-1) M; 232. Hazy Sunset (4-1) M; 233. Hazy Sunset (4-1) M; 234. Hazy Sunset (4-1) M; 235. Hazy Sunset (4-1) M; 236. Hazy Sunset (4-1) M; 237. Hazy Sunset (4-1) M; 238. Hazy Sunset (4-1) M; 239. Hazy Sunset (4-1) M; 240. Hazy Sunset (4-1) M; 241. Hazy Sunset (4-1) M; 242. Hazy Sunset (4-1) M; 243. Hazy Sunset (4-1) M; 244. Hazy Sunset (4-1) M; 245. Hazy Sunset (4-1) M; 246. Hazy Sunset (4-1) M; 247. Hazy Sunset (4-1) M; 248. Hazy Sunset (4-1) M; 249. Hazy Sunset (4-1) M; 250. Hazy Sunset (4-1) M; 251. Hazy Sunset (4-1) M; 252. Hazy Sunset (4-1) M; 253. Hazy Sunset (4-1) M; 254. Hazy Sunset (4-1) M; 255. Hazy Sunset (4-1) M; 256. Hazy Sunset (4-1) M; 257. Hazy Sunset (4-1) M; 258. Hazy Sunset (4-1) M; 259. Hazy Sunset (4-1) M; 260. Hazy Sunset (4-1) M; 261. Hazy Sunset (4-1) M; 262. Hazy Sunset (4-1) M; 263. Hazy Sunset (4-1) M; 264. Hazy Sunset (4-1) M; 265. Hazy Sunset (4-1) M; 266. Hazy Sunset (4-1) M; 267. Hazy Sunset (4-1) M; 268. Hazy Sunset (4-1) M; 269. Hazy Sunset (4-1) M; 270. Hazy Sunset (4-1) M; 271. Hazy Sunset (4-1) M; 272. Hazy Sunset (4-1) M; 273. Hazy Sunset (4-1) M; 274. Hazy Sunset (4-1) M; 275. Hazy Sunset (4-1) M; 276. Hazy Sunset (4-1) M; 277. Hazy Sunset (4-1) M; 278. Hazy Sunset (4-1) M; 279. Hazy Sunset (4-1) M; 280. Hazy Sunset (4-1) M; 281. Hazy Sunset (4-1) M; 282. Hazy Sunset (4-1) M; 283. Hazy Sunset (4-1) M; 284. Hazy Sunset (4-1) M; 285. Hazy Sunset (4-1) M; 286. Hazy Sunset (4-1) M; 287. Hazy Sunset (4-1) M; 288. Hazy Sunset (4-1) M; 289. Hazy Sunset (4-1) M; 290. Hazy Sunset (4-1) M; 291. Hazy Sunset (4-1) M; 292. Hazy Sunset (4-1) M; 293. Hazy Sunset (4-1) M; 294. Hazy Sunset (4-1) M; 295. Hazy Sunset (4-1) M; 296. Hazy Sunset (4-1) M; 297. Hazy Sunset (4-1) M; 298. Hazy Sunset (4-1) M; 299. Hazy Sunset (4-1) M; 300. Hazy Sunset (4-1) M; 301. Hazy Sunset (4-1) M; 302. Hazy Sunset (4-1) M; 303. Hazy Sunset (4-1) M; 304. Hazy Sunset (4-1) M; 305. Hazy Sunset (4-1) M; 306. Hazy Sunset (4-1) M; 307. Hazy Sunset (4-1) M; 308. Hazy Sunset (4-1) M; 309. Hazy Sunset (4-1) M; 310. Hazy Sunset (4-1) M; 311. Hazy Sunset (4-1) M; 312. Hazy Sunset (4-1) M; 313. Hazy Sunset (4-1) M; 314. Hazy Sunset (4-1) M; 315. Hazy Sunset (4-1) M; 316. Hazy Sunset (4-1) M; 317. Hazy Sunset (4-1) M; 318. Hazy Sunset (4-1) M; 319. Hazy Sunset (4-1) M; 320. Hazy Sunset (4-1) M; 321. Hazy Sunset (4-1) M; 322. Hazy Sunset (4-1) M; 323. Hazy Sunset (4-1) M; 324. Hazy Sunset (4-1) M; 325. Hazy Sunset (4-1) M; 326. Hazy Sunset (4-1) M; 327. Hazy Sunset (4-1) M; 328. Hazy Sunset (4-1) M; 329. Hazy Sunset (4-1) M; 330. Hazy Sunset (4-1) M; 331. Hazy Sunset (4-1) M; 332. Hazy Sunset (4-1) M; 333. Hazy Sunset (4-1) M; 334. Hazy Sunset (4-1) M; 335. Hazy Sunset (4-1) M; 336. Hazy Sunset (4-1) M; 337. Hazy Sunset (4-1) M; 338. Hazy Sunset (4-1) M; 339. Hazy Sunset (4-1) M; 340. Hazy Sunset (4-1) M; 341. Hazy Sunset (4-1) M; 342. Hazy Sunset (4-1) M; 343. Hazy Sunset (4-1) M; 344. Hazy Sunset (4-1) M; 345. Hazy Sunset (4-1) M; 346. Hazy Sunset (4-1) M; 347. Hazy Sunset (4-1) M; 348. Hazy Sunset (4-1) M; 349. Hazy Sunset (4-1) M; 350. Hazy Sunset (4-1) M; 351. Hazy Sunset (4-1) M; 352. Hazy Sunset (4-1) M; 353. Hazy Sunset (4-1) M; 354. Hazy Sunset (4-1) M; 355. Hazy Sunset (4-1) M; 356. Hazy Sunset (4-1) M; 357. Hazy Sunset (4-1) M; 358. Hazy Sunset (4-1) M; 359. Hazy Sunset (4-1) M; 360. Hazy Sunset (4-1) M; 361. Hazy Sunset (4-1) M; 362. Hazy Sunset (4-1) M; 363. Hazy Sunset (4-1) M; 364. Hazy Sunset (4-1) M; 365. Hazy Sunset (4-1) M; 366. Hazy Sunset (4-1) M; 367. Hazy Sunset (4-1) M; 368. Hazy Sunset (4-1) M; 369. Hazy Sunset (4-1) M; 370. Hazy Sunset (4-1) M; 371. Hazy Sunset (4-1) M; 372. Hazy Sunset (4-1) M; 373. Hazy Sunset (4-1) M; 374. Hazy Sunset (4-1) M; 375. Hazy Sunset (4-1) M; 376. Hazy Sunset (4-1) M; 377. Hazy Sunset (4-1) M; 378. Hazy Sunset (4-1) M; 379. Hazy Sunset (4-1) M; 380. Hazy Sunset (4-1) M; 381. Hazy Sunset (4-1) M; 382. Hazy Sunset (4-1) M; 383. Hazy Sunset (4-1) M; 384. Hazy Sunset (4-1) M; 385. Hazy Sunset (4-1) M; 386. Hazy Sunset (4-1) M; 387. Hazy Sunset (4-1) M; 388. Hazy Sunset (4-1) M; 389. Hazy Sunset (4-1) M; 390. Hazy Sunset (4-1) M; 391. Hazy Sunset (4-1) M; 392. Hazy Sunset (4-1) M; 393. Hazy Sunset (4-1) M; 394. Hazy Sunset (4-1) M; 395. Hazy Sunset (4-1) M; 396. Hazy Sunset (4-1) M; 397. Hazy Sunset (4-1) M; 398. Hazy Sunset (4-1) M; 399. Hazy Sunset (4-1) M; 400. Hazy Sunset (4-1) M; 401. Hazy Sunset (4-1) M; 402. Hazy Sunset (4-1) M; 403. Hazy Sunset (4-1) M; 404. Hazy Sunset (4-1) M; 405. Hazy Sunset (4-1) M; 406. Hazy Sunset (4-1) M; 407. Hazy Sunset (4-1) M; 408. Hazy Sunset (4-1) M; 409. Hazy Sunset (4-1) M; 410. Hazy Sunset (4-1) M; 411. Hazy Sunset (4-1) M; 412. Hazy Sunset (4-1) M; 413. Hazy Sunset (4-1) M; 414. Hazy Sunset (4-1) M; 415. Hazy Sunset (4-1) M; 416. Hazy Sunset (4-1) M; 417. Hazy Sunset (4-1) M; 418. Hazy Sunset (4-1) M; 419. Hazy Sunset (4-1) M; 420. Hazy Sunset (4-1) M; 421. Hazy Sunset (4-1) M; 422. Hazy Sunset (4-1) M; 423. Hazy Sunset (4-1) M; 424. Hazy Sunset (4-1) M; 425. Hazy Sunset (4-1) M; 426. Hazy Sunset (4-1) M; 427. Hazy Sunset (4-1) M; 428. Hazy Sunset (4-1) M; 429. Hazy Sunset (4-1) M; 430. Hazy Sunset (4-1) M; 431. Hazy Sunset (4-1) M; 432. Hazy Sunset (4-1) M; 433. Hazy Sunset (4-1) M; 434. Hazy Sunset (4-1) M; 435. Hazy Sunset (4-1) M; 436. Hazy Sunset (4-1) M; 437. Hazy Sunset (4-1) M; 438. Hazy Sunset (4-1) M; 439. Hazy Sunset (4-1) M; 440. Hazy Sunset (4-1) M; 441. Hazy Sunset (4-1) M; 442. Hazy Sunset (4-1) M; 443. Hazy Sunset (4-1) M; 444. Hazy Sunset (4-1) M; 445. Hazy Sunset (4-1) M; 446. Hazy Sunset (4-1) M; 447. Hazy Sunset (4-1) M; 448. Hazy Sunset (4-1) M; 449. Hazy Sunset (4-1) M; 450. Hazy Sunset (4-1) M; 451. Hazy Sunset (4-1) M; 452. Hazy Sunset (4-1) M; 453. Hazy Sunset (4-1) M; 454. Hazy Sunset (4-1) M; 455. Hazy Sunset (4-1) M; 456. Hazy Sunset (4-1) M; 457. Hazy Sunset (4-1) M; 458. Hazy Sunset (4-1) M; 459. Hazy Sunset (4-1) M; 460. Hazy Sunset (4-1) M; 461. Hazy Sunset (4-1) M; 462. Hazy Sunset (4-1) M; 463. Hazy Sunset (4-1) M; 464. Hazy Sunset (4-1) M; 465. Hazy Sunset (4-1) M; 466. Hazy Sunset (4-1) M; 467. Hazy Sunset (4-1) M; 468. Hazy Sunset (4-1) M; 469. Hazy Sunset (4-1) M; 470. Hazy Sunset (4-1) M; 471. Hazy Sunset (4-1) M; 472. Hazy Sunset (4-1) M; 473. Hazy Sunset (4-1) M; 474. Hazy Sunset (4-1) M; 475. Hazy Sunset (4-1) M; 476. Hazy Sunset (4-1) M; 477. Hazy Sunset (4-1) M; 478. Hazy Sunset (4-1) M; 479. Hazy Sunset (4-1) M; 480. Hazy Sunset (4-1) M; 481. Hazy Sunset (4-1) M; 482. Hazy Sunset (4-1) M; 483. Hazy Sunset (4-1) M; 484. Hazy Sunset (4-1) M; 485. Hazy Sunset (4-1) M; 486. Hazy Sunset (4-1) M; 487. Hazy Sunset (4-1) M; 488. Hazy Sunset (4-1) M; 489. Hazy Sunset (4-1) M; 490. Hazy Sunset (4-1) M; 491. Hazy Sunset (4-1) M; 492. Hazy Sunset (4-1) M; 493. Hazy Sunset (4-1) M; 494. Hazy Sunset (4-1) M; 495. Hazy Sunset (4-1) M; 496. Hazy Sunset (4-1) M; 497. Hazy Sunset (4-1) M; 498. Hazy Sunset (4-1) M; 499. Hazy Sunset (4-1) M; 500. Hazy Sunset (4-1) M; 501. Hazy Sunset (4-1) M; 502. Hazy Sunset (4-1) M; 503. Hazy Sunset (4-1) M; 504. Hazy Sunset (4-1) M; 505. Hazy Sunset (4-1) M; 506. Hazy Sunset (4-1) M; 507. Hazy Sunset (4-1) M; 508. Hazy Sunset (4-1) M; 509. Hazy Sunset (4-1) M; 510. Hazy Sunset (4-1) M; 511. Hazy Sunset (4-1) M; 512. Hazy Sunset (4-1) M; 513. Hazy Sunset (4-1) M; 514. Hazy Sunset (4-1) M; 515. Hazy Sunset (4-1) M; 516. Hazy Sunset (4-1) M; 517. Hazy Sunset (4-1) M; 518. Hazy Sunset (4-1) M; 519. Hazy Sunset (4-1) M; 520. Hazy Sunset (4-1) M; 521. Hazy Sunset (4-1) M; 522. Hazy Sunset (4-1) M; 523. Hazy Sunset (4-1) M; 524. Hazy Sunset (4-1) M; 525. Hazy Sunset (4-1) M; 526. Hazy Sunset (4-1) M; 527. Hazy Sunset (4-1) M; 528. Hazy Sunset (4-1) M; 529. Hazy Sunset (4-1) M; 530. Hazy Sunset (4-1) M; 531. Hazy Sunset (4-1) M; 532. Hazy Sunset (4-1) M; 533. Hazy Sunset (4-1) M; 534. Hazy Sunset (4-1) M; 535. Hazy Sunset (4-1) M; 536. Hazy Sunset (4-1) M; 537. Hazy Sunset (4-1) M; 538. Hazy Sunset (4-1) M; 539. Hazy Sunset (4-1) M; 540.



# GENERAL APPOINTMENTS

February 6, 1986

Three of the largest 20 companies in the United Kingdom, in terms of market capitalisation, are retailers. Three have annual turnovers in excess of £3 billion, and several more in excess of £2 billion. It is one area of our economy where many businesses have seen continuing success, even during the recent recession, and where future prospects continue bright, given good and increasingly professional management.

Many of the stores we build today will employ 400 people, trade for nearly 70 hours per week, and may need night shift operations. They will have a turnover in the region of £25 million a year, sell more than 8,000 commodities, and serve well over 10,000 customers each week. Complex operations of this kind call for intelligent, results-oriented management, organisation and career structures, and the use of professional management skills. Extensive use of information technology, sophisticated ordering, stock control and distribution systems bring into practice a complex of acquired technical skills.

But above all, what is peculiar

to retailing is management in a goldfish bowl. This demands its own skills. Your customers are there with you, all the time you trade. Your success in managing the operation — the right goods at the right time — is tested continually in front of your very eyes.

Yet it is not only to management that the industry offers career development. The acquisition of skills through training provides opportunities to all staff working for large retailers. They must understand the principles on which the business stands; they must become even better at relating to ever more demanding customers; they must know something of the products, and they should know how the business is doing and how they are contributing to its performance.

This adds up to a demanding specification not always met. The low level of understanding many staff may have received of these factors, either in other work or in education, places a bigger task upon the employer than would be the case if our society more

**The big stores are expanding and need a new breed of employee, says Angus Clark**



readily understood the need and the responsibility for everyone to earn the standard and quality of life we are seeking.

Beyond the stores, modern large-scale retailing is a business employing a wide range of professional and management skills. To an ever-increasing extent the products the public want are made available through buying and marketing initiatives where the retailer takes a lead in identifying the needs of the customer. Gone are the days when the retailer sold merely what was in the market or what the manufacturer

chose to produce. The initiative has shifted, with all the management implications this suggests.

The biggest area of capital investment for large retailers is property — the development of new facilities on which future trading success is dependent. Anticipating customers' requirements, not only for shopping by car, but for range, choice, and general ambience, make such investment a complex and challenging management activity embracing other support services such as research and development, finance, personnel, dis-

tribution and data processing. Retailing, to a greater extent than most industries, has considerable experience in the realities of competition, not just in the market place but in the career market too. Each year it needs more people with an increasingly wide range of management skills.

But it also has to ensure that it can attract and hold these skills. So retailing must and does offer competitive salaries and good benefits. Failure to do so would allow it to wither. It needs the best, from university, polytechnic and sixth form, as well as from other job experiences. It offers responsibility, careers, career development and extensive training. The more it needs first-class staff trained in a variety of skills, so the more it must offer good pay and conditions, and promotional opportunities for all levels of staff, not only those pursuing a management career.

Today's customers rightly expect shops to be open when they want to use them, and for staff to be available in the numbers necessary to serve them well. Customers increasingly want to shop

after their own work is done, or when the family is together in the evenings and at the weekend. For the same reasons, our own full-time staff want some of their leisure to be at these times, and they too want to share in shorter working weeks and longer holidays. The effective way for us to contribute to these social changes is by offering part-time work to those whose personal lifestyle demands this flexibility.

Finally, a brief comment on the subject of unemployment. A century or more ago, manufacturing pulled workers away from agriculture and consequently agriculture became more productive. To survive today manufacturing must always be more efficient and strive to force down its unit labour costs. More can be produced with fewer working hours.

This allows the opportunity for shorter hours and more varied living patterns. But much of that labour surplus has to move into the service sector.

Within service industries the yardsticks are not identical to manufacturing and do not put the same pressure on job opportunities — quite the reverse. Yes,

service industries have to be efficient. Yes, they have to offer a product people want, and will pay for. But this does not necessarily mean unit labour costs are driven down.

Retailing, like many service industries, is a balance between service, quality and efficiency. Store bakeries may be more labour intensive than manufacturing plant bakeries, but customers may prefer the supermarket-baked product. Many prefer service at a delicatessen to buying pre-packaged goods. Some may dislike packing their own purchases at a supermarket, and want assistance. Giving customers the choice and service they want creates more jobs.

Change is inevitable. Effective use of information technology will remove inefficiencies and certain kinds of jobs. In doing so cost opportunities arise to introduce different and better ways for staff to serve customers. In our sophisticated society we are all looking for better service and that means jobs.

Angus Clark is Director of Personnel and Data Processing at Sainsbury's.

— Appointments Phone: 01-278 9161/5 —

— Appointments Phone: 01-278 9161/5 —

*New jobs in developing success for the arts in Britain.*

The Arts Council is creating four new senior posts as part of its announced intention to restructure its management team and make its support for the arts even more effective.

### Director of Arts Co-ordination

**£22,000-£27,000**

The Director will manage and co-ordinate the full range of the Council's specialist art-form work in Dance, Drama, Film, Video and Broadcasting, Literature, Music, Touring and Visual Arts.

A key task will be setting up and managing new systems to evaluate the work of organisations funded by the Arts Council. The Director will co-ordinate recommendations for the allocation of grants, oversee the Council's arts development strategy and be responsible for the early transition, to other bodies, of activities currently directly provided by the Council.

The Director, who will be a member of the senior management team reporting to the Secretary-General, will represent the Council externally at all levels, encouraging the art-form departments to pursue a central role in their own professions.

### Controller of Touring

**up to £25,000**

Reporting to the Director of Arts Co-ordination, the Controller will be responsible for two key areas of the Council's work: the positive development and co-ordination of touring companies funded by the Council; and the production and implementation of a new scheme to raise investment capital for touring productions in the performing arts.

This will include responsibility for initiating new funding from both commercial and public sources, negotiating with all potential sources of touring productions, and evaluating the artistic, marketing and managerial performance of Arts Council funded companies.

This is a demanding entrepreneurial role and the successful candidate must be able to offer a positive, assertive and highly capable contribution, having had considerable practical experience as a senior manager in this field of activity.

### Controller of Planning

**£15,000-£19,000**

Reporting to the Deputy Secretary-General, the Controller of Planning will manage two main responsibilities:

- the development of the Council's relationships with Regional Arts Associations, local authorities, Government departments and other public agencies concerned with leisure, social and economic policies, and
- the management and co-ordination of key development priorities of the Council currently in the areas of disability, ethnic minority arts, education and training.

The Controller of Planning will also be responsible for the Council's research and statistics unit. Applicants must have first class managerial, investigative and administrative experience with a broad knowledge and understanding of the arts.

### Controller of Marketing and Resources

**£15,000-£19,000**

In this challenging new role, which will report to the Deputy Secretary-General, responsibility is wide ranging and covers three main areas of activity: marketing, public relations and information services — including library facilities. High calibre experts head up these specialist activities, hence a key personal attribute will be the ability to co-ordinate and motivate their skills to further develop the Council's range of external influencing and advisory activities.

In addition to managing the affairs of public relations and information services, a direct positive contribution to the development of marketing services is sought, hence marketing experience is an important requirement.

Early emphasis will be placed on enhancing the marketing input to client evaluation procedures and ensuring the effective exploitation of automation in handling the department's activities.

**An Equal Opportunities Employer**

For the respective job description and an application form, to be returned by Monday, 17 February, please contact the Personnel Department, Arts Council, 105 Piccadilly, LONDON W1V 0AU. Telephone 01-629 9495 ext. 266.

Applications from employees of the GLC and MCC with relevant experience will be welcome.

**ARTS COUNCIL**

## Planning Statistician

**A key element in BUPA's strategic thinking and a chance to develop your analytical skills**

**c £12,500** **Central London**

BUPA's expansion in the field of private medical insurance, our consistent search for innovation and the continuing growth of the market overall... from all of these factors arises our need for sophisticated research resources and expert statistical analysis.

For a young graduate with some business research/analysis experience, a lateral mind and a strong commercial awareness, the post of SALES PLANNING STATISTICIAN offers the scope in which to develop your interpretive skills and make a high-profile contribution to Management Planning within our Sales Planning area.

As part of the planning team you'll be given powerful computer and database tools, including APL and your own PC, with which to provide specialist analyses and reports on all aspects of sales activity and performance. But be assured this is no mere 'number crunching' role. You'll not only be expected to highlight problems and opportunities from your interpretations, but also to make positive suggestions on appropriate actions. You'll be a key figure in the department's role of helping to formulate targets, budgets and strategies. Ad hoc projects together with regular performance

monitoring and analysis, in which you'll be assisted by a Data Clerk, will all play their part in the process of corporate decision making.

By now it should be clear why we'll insist on a sharp analytical mind with a distinct commercial edge. This is no place for an ivory-towered academic.

If you have these qualities together with a numerate degree, good communication ability and experience with APL, computing techniques, here's a chance to work on your strengths, develop new skills and prepare for a future which could hold interesting options such as product management.

An attractive package of big company benefits which includes free BUPA and a mortgage subsidy will be attached to the competitive salary. Please write with full cv to: Sue Jones, Personnel Officer, BUPA, Rowell House, Essex Street, London WC2R 3AX. Tel: 01-353 5212.

**BUPA**  
Britain feels better for it.

## BBC APPOINTMENTS

**SUB-EDITOR REPORTER 'ARIEL'**

Central London  
£11,664 - £14,770\*

**REGIONAL JOURNALIST**

Manchester  
£9,916 - £14,024\*  
Plus allowance of £589 p.a.

**NEWS PRODUCERS**

Radio Newcastle  
Based Newcastle & Alnwick  
£9,909 - £13,420  
Plus allowance of £371 p.a.

Artel is the BBC's staff newspaper with a weekly circulation of 35,000. You must be an experienced journalist with a good news sense, wide experience of reporting and a capable sub. An interest in broadcasting and a knowledge of the BBC would be helpful. (Ref. 9770/7)

Now required to join the newsroom team producing the nightly regional news magazine programme *North West Tonight*. In addition to preparing regional news bulletins as required, and contributing to national television and radio news bulletins, you will also write commentaries for news firms, research and evaluate programme material, originate topical items and assist generally in programme production. Work is on a shift pattern, which includes weekends. We look for sound editorial judgement with journalistic experience in newspapers or broadcasting, a keen interest in news and current affairs, and the ability to work quickly and accurately under pressure for live programmes. Knowledge of the North West is also desirable. (Ref. 7106/7)

For the Newcastle based vacancy, you will be joining the newsroom team working primarily on the preparation of the station's news and current affairs programmes, including newsreading, interviewing and reporting. In addition, you may produce feature programmes and take part in announcing duties. (Ref. 9163/7)

For the opportunity at our Alnwick studio, you will be based in the heart of north Northumberland. Working on your own, you will be covering an area stretching from Swinwick in the north to Morpeth in the south, primarily for news bulletins and the breakfast programme, but also contributing to other programmes. You will also be expected to represent the station in the community and you will have an important role to play in the image building and public relations of Radio Newcastle in the county. (Frequent evening and weekend work.) (Ref. 9168/7)

For all posts, you will need to be an experienced journalist, (sub-editor or reporter) with a good microphone voice and a current driving licence.

\*Salary from 1st March 1986. Relocation expenses considered for permanent posts. Contact us immediately for application form (quote appropriate ref. and enclose a.s.e.) BBC Appointments, London W1A 1AA, Tel. 01-272 5700.

We are an equal opportunities employer

## THAMESMEAD

**A unique opportunity for enterprising and innovative managers.**

The Thamesmead Trust, a private company whose board will be elected by the local people, will take over the management and development responsibilities of the GLC, following abolition of that authority. Plans which embrace housing, industrial, commercial, community, leisure and other exciting projects will be carried through over the next decade by an enterprising management team now to be appointed and led by Clive Thornton. Applications are now sought for the following positions:

### Chief Executive

Successful applicants should have wide managerial experience and be capable of providing sound and energetic leadership to an enthusiastic team. A proven ability to get things done is an essential requirement. Professional background, although not essential, would be a distinct advantage. The successful applicant will become an Executive Director of the Board of the Trust.

The terms and conditions of employment are negotiable but the salary is not expected to be less than £30,000 pa.

### Financial Director and Secretary

For this position, applicants must possess appropriate financial qualifications and be skilled in all aspects of financial management, planning and control. Initially, the successful candidate will be expected to establish a new Finance Department to provide the Trust with a full range of financial services. The Trust will be wholly financed from the private sector and will complete the town's development programme of about £50 million entirely without subsidy. The successful applicant will become an Executive Director of the Board of the Trust.

The terms and conditions of employment are negotiable but the salary is not expected to be less than £28,000 pa.

### Housing and Estate Manager

The position carries responsibilities for managing and maintaining an estate comprising approximately 5,500 rented properties of all types and substantial areas of parklands, open spaces, leisure and amenity areas. The staff complement is expected to exceed 200 and a wide range of skills both professional and otherwise is involved. The successful candidate must have sound experience in housing management and a sympathetic outlook and a caring attitude towards residents. Formal qualifications are not essential but would be an advantage.

The terms and conditions of employment are negotiable but the salary is not expected to be less than £25,000 pa.

## Development Director

The development programme for Thamesmead which is to be completed over the next 10 years includes the reclamation of about 500 acres of derelict land, a substantial proportion of which has river frontage and embraces two industrial estates as well as a commercial and shopping complex. Additionally, there are ongoing projects which concern leisure and amenity areas, parks, lakes, canals and open spaces and a number of these are unique to the area. The successful candidate must have an appropriate professional qualification, a proven and relevant track record and possess a lively mind and have qualities of leadership normally attributable to such a position.

The terms and conditions of employment are negotiable but the salary is not expected to be less than £25,000 pa. Please write with full CV to Clive Thornton, 14 Greville Street, Hatton Garden, London EC1. by 21st February.

**Thamesmead**

## INCORPORATED SOCIETY of VALUERS AND AUCTIONEERS

### ASSISTANT SECRETARY & ADMINISTRATOR

Applications are invited from suitably qualified persons for this important appointment by the Society which is a leading body within the profession in the land.

The successful candidate will be responsible to the Secretary for the efficient administration of Headquarters accommodation and services, including staff management. Knowledge of statutory requirements under the Companies Acts and the servicing of Council and Committee structures will be particularly relevant. Experience in financial services including budgetary control and forecasting would be desirable.

This is a senior appointment and the salary will be commensurate with experience and suitability of the successful applicant.

Applications are invited in writing detailing previous experience to the Secretary at 3 Cadogan Gate, London SW1X 0AS, to be received not later than Friday 28th February.

# GENERAL APPOINTMENTS

## Can you bring JIT to MRP?

A.T. Kearney is one of the senior international management consultancies. We give practical assistance to top management seeking to select new markets, boost customer service performance, cut out inessential costs and secure superior competitive advantage.

We take pride in working at the leading edge of manufacturing and distribution systems. We are looking for exceptional young managers with a successful record of implementing MRP systems in complex manufacturing environments.

You will be in your late 20's or early 30's with a good degree, a first class understanding of business and a flair for effective communication. Your background could be in manufacturing management, production engineering, materials management or management services. You will understand current developments in low-inventory manufacturing and supply. In short, you will be a potential leader in logistics systems.

We offer a challenge, excellent career prospects and a salary and benefits package in line with the importance of the job.

A.T. Kearney intends to enhance further its leadership position. If you meet our requirements and would like to join us, please contact:-

Glye Hodson, Director  
A.T. Kearney Limited, 134 Piccadilly, London W1V 9FJ.



## A Support Role in Executive Recruitment

Gain involvement in executive recruitment at the most senior levels and in a wide variety of disciplines by providing a comprehensive support service to an extremely busy and highly successful Executive Director. We provide advertising, selection and executive search services to an established and expanding client base in many market sectors and have offices in London, Aberdeen and Reading.

### Professional Assistant

You will be closely involved in recruitment advertising and executive search and will prepare comprehensive reports following meetings with clients and candidates.

Thorough and conscientious, you are self disciplined and persevering with accomplished verbal and written communication skills. Of graduate calibre, your experience may have been gained in a commercial environment or in a secretarial capacity and you are keen to give your career a fresh, new start where potential for development, both personal and professional, is available.

Working in a compact team and assisting the Director, whenever appropriate, on a diverse range of recruitment activities, you will enjoy a demanding and stimulating environment and have the opportunity to contribute significantly to the successful completion of challenging assignments.

### Director's PA

Your work scope will include a diversity of tasks, such as producing a high volume of varied reports, co-ordinating advertising, arranging meetings, dealing with correspondence etc. Providing full secretarial and administrative support to the Director, who is also responsible for a large, busy team of consultants, you will be given every opportunity to utilise your skills to the full.

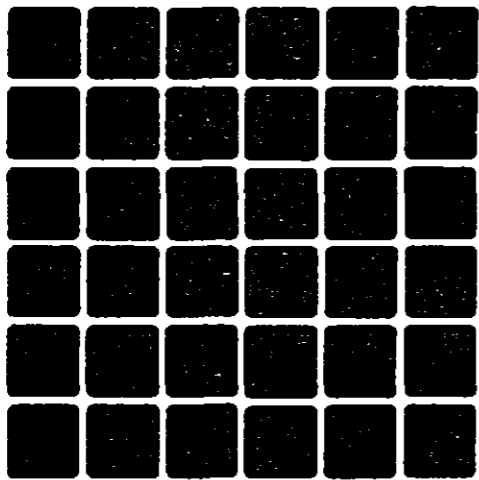
High in initiative, you are probably a graduate with accurate audio and word processing experience. Professional and enthusiastic, you have a good sense of humour and the ability to work well under pressure and communicate both verbally and in writing with people at all levels.

Based at our London headquarters, you will enjoy a competitive and comprehensive benefits package. In complete confidence please write with cv to John Dick, Director, Cripps, Sears & Associates Limited, Personnel Management Consultants, 88/89 High Holborn, London WC1V 6LH. Tel: 01-404 5701.

## Cripps, Sears

## HONOURS GRADUATES

# Seeing is believing?



If you look directly at the grid, you will see a series of grey dots between the squares. They don't exist. Your eyes are being deceived by an optical illusion.

Dealing with things that are not always as they seem on the surface is an everyday part of the Tax Inspectors' work. In assessing the tax liabilities of businesses of all types and sizes they must apply their powers of analysis and perception - sometimes intuition - in reaching a fair conclusion. All part of a distinctive career of exceptional challenge and variety, which offers a structured and progressive path for the ambitious.

Through intensive training, you will develop the skills of a lawyer, advocate, accountant, investigator, negotiator and manager. Within a few months you can expect to be handling your own casework. After 3 years you will be managing a sizeable team of staff, and in due course, you should be running your own tax district.

Qualifications: Under 26 and a First or Second class honours degree in any subject or an acceptable equivalent qualification. Final Year Students may apply.

Starting salary according to qualifications and experience from £945 to £2915 for those aged under 26 and from £955 to £10,915 for those 26 and over. You should be earning at least £945 after 2 years and, 3 years later, you should be on a scale rising from £14,305 to £18,341. If you fulfil your promise, you should later be on a scale rising to £22,425. Beyond this there are opportunities for further promotion to the most senior grades in the Civil Service. SALARIES HIGHER IN LONDON (£1365, £755 or £845 according to location). Training can usually begin at an office in the area of your choice.

To find out more and for an application form write to: Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 448551 (answering service operates outside office hours). Please quote ref: A/86/520/131.

The Civil Service is an equal opportunity employer

The Civil Service is an equal opportunity employer

## EXECUTIVE JOB SEARCH

Are you earning over £20K and seeking a new job?

The Connaught Services have helped more executives to find new appointments than any other organisation - mainly in the unadvertised vacancy area.

Contact us for a free confidential meeting. If you are currently abroad, enquire about our EXPAT EXECUTIVE SERVICE.

32 Savile Row London, W1 Connaught 01-734 3879 (24 hours)

The Executive Job Search Professionals

## Marlowe Sachs

1. The first year was tough, but now this is the most satisfying career I could have.
2. Helping my clients make money has trebled my income over the past 2 years.
3. Can you say the same?

Marlowe Sachs are intermediaries in the field of Unit Trusts, Pensions, investments (onshore and offshore), and Insurance. We are expanding our operations and require intelligent, energetic individuals aged 25-40 for our Head Office in the City.

5. Join the Professionals  
**Marlowe Sachs**  
Marlowe Sachs, 28 Grenville Street, London EC1N 8SU. Tel: 01-242 2420.



The Institute, with over 13,000 members worldwide, serves the needs of the metals and materials community both by its learned society activities and by acting as the professional body for metallurgists and materials technologists.

Its Registry and Membership Department has the following immediate vacancies:

**DEPUTY REGISTRAR:** A new position, the Deputy Registrar will be responsible to the Registrar for the day-to-day management of the Registry, the processing of membership applications and the registration of Chartered Engineers, Technician Engineers and Engineering Technicians. Duties include deputising for the Registrar, liaising with The Engineering Council and members of the Institute.

Applicants should be graduates with at least 3 years experience in the work of a professional institution, or in office administration. Knowledge of computer systems and/or supervisory experience is desirable.

**MEMBERSHIP ASSISTANT:** To maintain and update the computerised membership records and to handle members' enquiries.

Applicants should have worked with computer-based systems. Experience with VDU's, typewriting and/or word processing skills would be an advantage.

Salaries according to qualifications and experience, five weeks annual holiday, attractive central location.

Applications together with a brief CV to B D Gibson, Deputy Secretary, The Institute of Metals, 1 Carlton House Terrace, London SW1Y 5DB.

## Unit General Manager

### Non-Acute Services

Salary £19,150-£25,150

Staff: 800 Budget: £10.5m

We are seeking an innovative, high calibre manager to direct the implementation of plans and programmes of our new management structure in the Authority's Non-Acute Unit.

Non-Acute Services are based on several sites throughout the Authority and comprise a range of Community, Mental Illness, Mental Handicap and Geriatric facilities. There is particular responsibility for the further development of an established policy of community-based care, including two Community Hospitals in outlying areas. New provisions for Mental Illness will be a feature of this Unit.

This is a demanding role requiring proven management expertise and leadership qualities together with a genuine desire and ability to initiate change in a dynamic, multi-disciplinary environment.

Major objectives will be the maintenance of the highest standards of patient care and the efficient management of the Unit within prescribed budgetary limits.

Initially this appointment is for a fixed term of four years (renewable). Salary will be assessed according to background and experience and Clinicians will be remunerated in accordance with HC (85) 9.

To discuss these points informally please contact Dr. Neil Hampson, District General Manager on (0483) 571122 ext. 1206.

Further details are available from Peter Murphy, Director of Personnel, District Headquarters, Farnham Road Hospital, Guildford. Telephone (0483) 571122 ext. 1227 or 213. Closing date: 2nd March 1986

## South West Surrey Health Authority

## TERRITORIAL ARMY

### Vacancy for SECRETARY

To the Territorial, Auxiliary and Volunteer Reserve Association for the North West of England and the Isle of Man

Applications are invited for the Secretaryship of the Territorial, Auxiliary and Volunteer Reserve Association for the North West of England and the Isle of Man, based at Liverpool and covering the counties of Cheshire, Lancashire, Greater Manchester, Merseyside, Cheshire and the Isle of Man. The post will become vacant on 3 April 1987 and the successful applicant will be required to undertake the present Secretary for one month before taking over.

Applicants should, preferably, have Service Staff experience of at least Grade 1 level (or equivalent) and have reached the age of 45, but not have reached the age of 55, as at 3 April 1987. Present salary is £16,806 per annum and is subject to periodic review.

The applicant must reside within the counties of Lancashire, Greater Manchester, Merseyside or Cheshire within 45 minutes travelling distance of the Headquarters Office in Liverpool. An Association issue is available if required.

The appointment is for a probationary period of 18 months in the first instance, after which it may be confirmed to the age of 60, with further extensions of one year up to the age of 65, subject to satisfactory annual reports. The successful candidate will be required to pass a medical examination and to contribute to the Superannuation Fund.

Application forms may be obtained from the Secretary, Army of England & Home TAVR Association, Alexandra Court, 27 Alexander Drive, Liverpool L17 8YE. Completed forms must reach the Association by not later than 7 March 1986.

No testimonials or similar documents should be sent until asked for. All applications received will be acknowledged. Any form of canvassing will lead to immediate disqualification.

## FINANCE DIRECTOR

PUBLIC TRANSPORT Up to £22,000

Under the Transport Act 1985, Southampton City is creating a new public transport company to operate under the provisions of the Companies Acts on a full commercial basis at 'arms length' from the Council, taking over from the current Council-operated bus undertaking.

The recruitment of a Managing Director is underway and the Board now wish to appoint a Finance Director to take full responsibility for the finance and commercial activities of the Company.

You will be a senior executive currently achieving optimum commercial performance through good accounting practice and the most beneficial use and deployment of the financial resource. Drive, commitment, determination and technical ability are the key factors as are a good working knowledge of company law.

For this key position we will negotiate a salary within the range £20 - £22,000 per annum, together with generous relocation expenses if applicable.

Application forms and further details available from: Warwick Temple, Personnel Department, Civic Centre, Southampton, SO9 4ZF. Telephone: Southampton (0703) 832852. (Answerphone out of office hours quoting ref. no. LA02). Closing date: 24th February 1986.

## Southampton CITY

Your application will be judged solely on its merits irrespective of race, marital status, sex, sexual orientation, age, religion or disability.

An equal opportunity employer

### A change of direction

If your career is at a dead end and you are considering a change of direction this could be the opportunity you are looking for. Opportunities exist for self-assured people with ability and business acumen to train for a career within the financial services industry. Exciting opportunities for personal success and career development are linked with excellent training and the prospect of a very high income.

Without obligation, find out about our direction.

Please call Keith Punt on 01-734 5660.

**ALLIED DUNBAR**  
THE FINANCIAL MANAGEMENT GROUP

150 من الأصل



HORIZONS

A guide to career development

The executive vacancy enigma

In 1985 the HAY-MSL Index of advertised executive vacancies reached its highest level since it was started in 1959...

Usually, as the number of jobs advertised rise, numbers of jobless decrease. But in 1985 this changed. What does it mean? Philip Schofield offers some suggestions

Jobcentres handle a lower proportion of vacancies, perhaps no more than a quarter, at times when the recruitment market is buoyant and skills in short supply.

The present boom has been most marked in the service industries

arisen because we are now at the centre of a new industrial revolution involving a massive restructuring of our economy.

The newly-qualified can now look ahead with greater optimism

graduates in 1986 looks more promising. A joint survey by the Standing Conference of Employers and Graduates...

advertised 23,220 vacancies in 1985. This is almost certainly a significant under-estimate in that it appears to under-count multiple vacancies.

The index shows that in the last quarter there was a 26 per cent fall in demand for research, development and design people over the same period in 1984.

However, this increase is likely to be centred on non-manufacturing recruiters with big increases in transport and communications (32 per cent) and in the public sector (13 per cent).

GENERAL APPOINTMENTS

MOXON DOLPHIN & KERBY LTD Recruitment Advertising Executive Search Management Selection International Recruitment

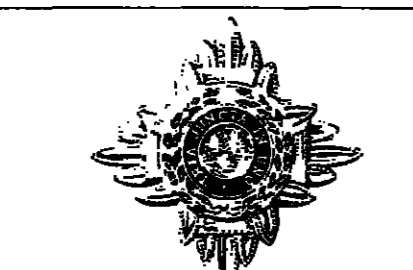
Instructors - Hardware & Software Digital Equipment Co (DEC) is a major growth company and the world's largest manufacturer of minicomputers.

Solicitor Enhance your legal skills with management expertise c£18,000 + car and full banking benefits

Credit Risk Manager Analysing Credit Risk Performance Expanding business means the world-famous Diners Club organisation - part of Citibank - needs to appoint another Credit Risk Manager.

Gateway for Success as Field Marketing Manager Charbon Paper Mills manufacture a range of papers for the Drawing Office Industry under the brand name 'Gateway'.

RETAILING PROFESSIONALS Preach what you've always practised from the Chair in Retailing ASDA-MFI Group plc are sponsoring the very first Chair in Retailing at Manchester Polytechnic.



A Commission in the Women's Royal Army Corps.

The Army is currently looking for applicants to compete for Commissions in the WRAC. Training for officers at the Royal Military Academy, Sandhurst starts in January and September each year.

AN OUTSTANDING OPPORTUNITY For a well-educated individual (preferably graduate) to train as a Financial Planning Adviser with a leading city-based brokerage.

NATIONAL RIFLE ASSOCIATION SECRETARY The National Rifle Association seeks applicants for this senior post of Secretary.

FINANCIAL CONTROLLER c£18,500 This is an opportunity to join a group of rapidly expanding West London Housing Associations which provide rented and shared ownership housing for the homeless and inadequately housed.

THE WORLD WILDLIFE FUND The World Wildlife Fund is a leading international conservation organization.

EALING FAMILY A family of four seeking a new home in the Ealing area.

GRADUATE RESEARCH ASSISTANT with computer experience and good communication skills.

Appointment of BURSAR The Governors wish to appoint a Bursar to succeed Commander M.K. Burley who is retiring on 31st August, 1986.

Redundant? Just looking? Our job search and career counselling services are individually tailored to meet the needs of senior executives (men and women) in mid-career, and get results - guaranteed. Phone - London (01) 499 0321 Bristol (0272) 211897

COURTIERS/REPRESENTATIVES Required for small operators of Travel Companies from mid April in London 1986 in the following areas:

TOP LONDON BROKERAGE A vacancy has arisen for a Finance Broker. The successful applicant will be aged 24-30 and of a smart, confident appearance.

SMALL MUSIC COMPANY requires international distributor with knowledge of the American and Japanese music markets.

FINANCIAL AND ACCOUNTANCY Young Accountant Corporate Media Communications c £12,000 + benefits London based

PHOTOGRAPHIC recruitment based in West End. Commissioned and part time. D.A.P. or starting in 1986. 100% commission. 11-12 Gower Street, London WC1E 6BT.

PSYCHOLOGIST with experience of clinical work in hospital and community settings. Excellent salary and benefits. 111 2nd Street, London W1.

PUBLIC RELATIONS Trainee Account Executive urgently needed for small, expanding PR firm. Excellent salary and benefits. 111 2nd Street, London W1.

BLACKROD Leader in the field of corporate media communications. Blackrod is a young and highly successful TV company with a blue-chip client list and a range of services that include: corporate film/video production communication; TV and media training; the design and management of live events such as product launches and presentations to employees; interactive video design and production; video marketing and distribution; cable and broadcast television, consultancy, audience research and other TV related services.

WANTED: TRADER IN ESSENTIAL OILS We are a progressive and southful company - as will be the successful applicant. Detailed knowledge of both the supply and demand markets is essential. Ambition and commitment are expected. Extensive travel would be encouraged.

3M Laboratories (Europe) GmbH SECURE THE FUTURE THROUGH INNOVATION. The Candidates: should be open and receptive to learning and instructing; should be skilled in effective presentations and interpersonal communications;

3M Laboratories (Europe) GmbH Georg-Wilhelm-Str. 183-185, 2102 Hamburg 93/Germany Attention Mrs. A. Streit

ACCOUNTANT BOOKKEEPERS for the very best temporary assignments or permanent appointments - Call 01-493 9441

SALES & MARKETING SALES MANAGER An opportunity for the individual to join the most progressive and exciting company in London. A superb team, excellent benefits and a challenging environment.

3M needs: Technical Service Engineers (Female or Male) for a fast growing department providing system solutions for problems caused by static electricity with the emphasis on the electronic industry. Duties will include support to European subsidiaries including direct customer contact, organization and performance of international training, translation of identified market needs to product proposals and related marketing strategies.

RECRUITMENT CONSULTANT ACCORDING to the requirements of a leading international organization, we are seeking a Recruitment Consultant to join our team. Excellent salary and benefits. 111 2nd Street, London W1.

YOUNG AND ARTICULATE We are seeking a young and articulate individual to join our team. Excellent salary and benefits. 111 2nd Street, London W1.

3M logo and text: 3M Laboratories (Europe) GmbH SECURE THE FUTURE THROUGH INNOVATION

ACCOUNTANT BOOKKEEPERS for the very best temporary assignments or permanent appointments - Call 01-493 9441

3M needs: Technical Service Engineers (Female or Male) for a fast growing department providing system solutions for problems caused by static electricity with the emphasis on the electronic industry.

RECRUITMENT CONSULTANT ACCORDING to the requirements of a leading international organization, we are seeking a Recruitment Consultant to join our team.

YOUNG AND ARTICULATE We are seeking a young and articulate individual to join our team.

3M logo and text: 3M Laboratories (Europe) GmbH SECURE THE FUTURE THROUGH INNOVATION

ACCOUNTANT BOOKKEEPERS for the very best temporary assignments or permanent appointments - Call 01-493 9441



LA CRÈME DE LA CRÈME

CJA RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374 Fax No. 01-638 9216

CITY BASED
Capital Markets Subsidiary of Major International Bank
Our client, a well-known and expanding company in the field of Capital Markets is looking for a Trilingual and a Bilingual secretary with a cheerful, outgoing personality and smart appearance to work for two top executives in the investment world.

SECRETARY PUBLIC RELATIONS
Due to internal promotion, we require an enthusiastic and intelligent secretary to work with one of the City's largest and most dynamic public relations consultancies.

UNIQUE OPPORTUNITY
For enthusiastic pa/secretary to assist Managing Director of fast developing furniture company based in South East London

HIGH SPIRITS
Well known distillers in W1 need an enthusiastic, confident and cheerful secretary to work for 2 young advertising executives and marketing the distillers office plenty of opportunity for advancement and scope, will receive full professional support (80% of 50/50) as well as a flexible working pattern and advertising agencies, some research and independent work, training and study to week under pressure of work. Age 22-34, please call -

Secretary (Senior) Central London

Davy McKee (London) Ltd, a major British engineering contractor, wishes to appoint a secretary with senior experience, at its ultra modern headquarters in Euston Road.

Director's Secretary Serendipity in Advertising £12,000

A successful and expanding advertising agency bases its growth on a meticulously professional approach and a solid track record for creative quality with long-standing major clients.

PA SEC SW1 £10,000/£10,500
MD of Manufacturing Services Division an expanding PA Sec who will enjoy taking responsibility and have the chance to have the opportunity to work with the best of industry and commerce.

PERSONAL ASSISTANT
Royal Institute of British Architects. This interesting job, working in the Professional Conduct Office, offers plenty of scope to use your initiative particularly if you have any legal experience.

MARKETING £10,000 + WI
No short-cut is needed to the dynamic field of the Advanced Marketing Director of this International Learning Company. You will be involved in all aspects of marketing their services to clients, providing training and support, good audio typing (600) and W.P. on a personal secretary (100/40) an annual.

TOP CAP £10,000 + MTG
A top-of-the-range U.S. Bank, with a substantial London base, seeks a top-notch secretary to join their capital markets division.

HOUSE OF COMMONS
Requires a PERSONAL SECRETARY to the DEPUTY SERJEANT AT ARMS

SECRETARY/P.A. £9,185 + benefits City
This is a responsible job reporting to the group consultant of a major international company.

PUBLICITY CO-ORDINATOR £13,000 + car
A well established expanding company situated in the centre of Slough require a publicity co-ordinator with extensive writing ability and numerous media contacts.

HARRODS OR HARVEY NICKS
Much involvement and constant activity are the order of the day as secretary to an Executive in a well known property company.

AUDIO SECRETARY SALARY NEG UP TO £10,000
We are a leading and friendly City firm of chartered accountants with busy offices in the City.

SEE THE SPECIALISTS
PA/SEC - Fashion PR & Design. Marvelous Opportunity - £8,500 neg.

ORGANISER PAR EXCELLENCE
The newly appointed director of a nationwide federation acting as advisor to its members needs an organised secretary to take on this varied and extremely interesting role which will involve some overseas travel.

BOOKKEEPING? £9,000-£10,000
Our client provides financial advice to a variety of companies and needs an assistant with excellent administrative abilities, bookkeeping to trial balance, and secretarial skills up to £100,000.

WEST END AD AGENCY SECRETARY/PA
Senior partner in this young fast growing agency, looking for a secretary to assist in a variety of administrative and secretarial duties.

GIRL FRIDAY to assist SHOW BIZ MANAGER
Good shorthand, typewriting, book-keeping, general office work, and ability to work under pressure.

RECEPTIONIST/DESIGN
A leading international furniture design company with stylish Mayfair showrooms need a well presented, competent receptionist with natural and responsive attitude towards people.

HECTIC DIRECTOR NEEDS SECRETARY
In medium size property agency in W1 steady audio with some shorthand speedwriting as secondary means of dictation. Usual range of secretarial duties, much of which is confidential.

A CAREER IN ADVERTISING?
Our client, a leading advertising agency, is looking for a graduate secretary to work in their media department with the aim of becoming a copywriter.

CHAIRMAN'S OFFICE W1
£20,000 per annum. Day to day of the day. The company needs a capable and confident secretary to assist the Chairman in a variety of administrative and secretarial duties.

GRADUATE RESEARCH ASSISTANT
MPhil type and take dictation. Research in molecular biology. Knowledge of French, German, Latin, Spanish, Italian, and other languages.

SENIOR SECRETARIES to £10,000 plus 5%
Three of our biggest clients, a large architectural practice, a leading financial services company, and a leading engineering company, are currently recruiting for experienced secretaries.

MANAGER ESTABLISHED RECRUITMENT AGENCY
Established chartered recruitment and temporary agency. We are looking for a secretary to assist in the recruitment of staff for various companies.

PA/SEC £13,000+ PROPERTY
Property developer needs the services of a secretary to assist in the management of the company's affairs.

SECRETARY SHORTHAND/TYPIST
Required for classical music & ballet organisation. Write with C.V. to: Victor Hochhauser, 4 Oak Hill Way, London NW3 7LR.

LEGAL LA CRÈME
SALIS OPPORTUNITY
Would you like to join our company? We are looking for a secretary to assist in the management of our legal affairs.

EXCELLENT CAREER MOVE
London multi-national requires a secretary with a minimum of 5 years experience in a similar position.

AUDIO SECRETARY
to work in our prestigious Mayfair offices. Good audio typing speeds required together with the flexibility to integrate and work within various departments.

P/A SECRETARY
Director of small Merchants Bank requires PA/Secretary. Intelligent, personable self-starter.

PA SEC SH PROFESSIONAL BODY
Considerable secretarial work with the responsibility of a professional secretary.

LIBRARY ASSISTANT
Librarian requires a secretary to assist in the management of the library's affairs.

SENIOR SECRETARIES to £10,000 plus 5%
Three of our biggest clients, a large architectural practice, a leading financial services company, and a leading engineering company, are currently recruiting for experienced secretaries.

EXECUTIVE P.A. c£13,000
The Senior Partner of this medium sized firm of Chartered Accountants in the City requires a totally professional and committed P.A. to provide full support in all aspects of his business.

RECEPTIONIST SECRETARY
Required for a small, independent business in the City. The ideal candidate will be a friendly, efficient and professional person.

Extracting Bond Street art dealer, wide ranging interests, seeks SECRETARY/PA
Organisational skills, some book-keeping, no Saturdays. Good salary. Apply with CV to: Box No A66.

Experienced Legal Secretary
Required to work in the Commercial Department of a well-known law firm in the City.

ARCHITECTS in City require PA
A leading architectural practice in the City requires a secretary to assist in the management of the firm's affairs.

Crone Corkill
Recruitment Consultants
18 Eldon Street, EC2

Crone Corkill
Recruitment Consultants
99 Regent Street W1

Crone Corkill
Recruitment Consultants
99 Regent Street W1

Crone Corkill
Recruitment Consultants
99 Regent Street W1

Crone Corkill
Recruitment Consultants
99 Regent Street W1

PERSONAL COLUMNS

**DEATHS**  
**MACHINE**, late 80th of ...  
**HARRIS**, late 80th of ...  
**MITCHELL**, late 80th of ...  
**BARBER**, late 80th of ...  
**CARRIVE**, late 80th of ...

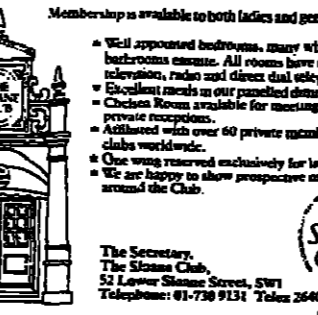
**BIRTHS**  
**HARRIS**, late 80th of ...  
**CARRIVE**, late 80th of ...  
**BARBER**, late 80th of ...  
**MACHINE**, late 80th of ...

**DEATHS**  
**SMITH**, late 80th of ...  
**JONES**, late 80th of ...  
**BROWN**, late 80th of ...  
**WILSON**, late 80th of ...

**DEATHS**  
**SMITH**, late 80th of ...  
**JONES**, late 80th of ...  
**BROWN**, late 80th of ...  
**WILSON**, late 80th of ...

**The Sloane Club - Your London Address**

Membership available to both ladies and gentlemen.



Address: 51 Lower Sloane Street, SW1 5SR  
 Telephone: 01-873 7313

**MARRIAGES**  
**HARRIS** and **JONES** ...  
**SMITH** and **BROWN** ...

**DEATHS**  
**SMITH**, late 80th of ...  
**JONES**, late 80th of ...  
**BROWN**, late 80th of ...

**DEATHS**  
**SMITH**, late 80th of ...  
**JONES**, late 80th of ...  
**BROWN**, late 80th of ...

**Whitaker**

Consumers' Association, publishers of Which? magazine, are looking for an experienced Secretary to join their small marketing research team.

**Senior BA/Secretary**

**Secretary**

LEGAL NOTICES

**NEWCASTLE HEALTH AUTHORITY**  
**HEAD OF CORPORATE PLANNING**  
 Salary Scale 32. Circa £21,000

**EASTER REVISION LONDON**  
**ASHBOURNE TUTORS**  
 O & A Level Specialists

**NEWCASTLE HEALTH AUTHORITY**  
**HEAD OF CORPORATE PLANNING**  
 Salary Scale 32. Circa £21,000

**COMPUTER APPOINTMENTS**  
**IBM SYSTEMS PROGRAMMERS**

**RECRUITMENT CONSULTANT**  
 (Basic £8,000 - £10,000 a.a.e.)

**TELEVISION**  
**SECRETARIES**

**INTERNATIONAL ARCHITECTURE**  
**ASSISTANT YOUNG COMPANION**

**PROPERTY TO LET LONDON**  
**SECRETARIES**

**EAST OF ENGLAND**  
**BURSTALL**

**ART GALLERIES**  
**PROPERTY WANTED**

PUBLIC APPOINTMENTS

**NEWCASTLE HEALTH AUTHORITY**  
**HEAD OF CORPORATE PLANNING**

**EASTER REVISION LONDON**  
**ASHBOURNE TUTORS**

**NEWCASTLE HEALTH AUTHORITY**  
**HEAD OF CORPORATE PLANNING**

**COMPUTER APPOINTMENTS**  
**IBM SYSTEMS PROGRAMMERS**

**RECRUITMENT CONSULTANT**  
 (Basic £8,000 - £10,000 a.a.e.)

**TELEVISION**  
**SECRETARIES**

**INTERNATIONAL ARCHITECTURE**  
**ASSISTANT YOUNG COMPANION**

**PROPERTY TO LET LONDON**  
**SECRETARIES**

**EAST OF ENGLAND**  
**BURSTALL**

**ART GALLERIES**  
**PROPERTY WANTED**

RENTALS

**AROUND TOWN**  
**QUEENSCLUB W14**

**FARLEY & CO**  
**SUSAN BEECHER**

**NEWCASTLE HEALTH AUTHORITY**  
**HEAD OF CORPORATE PLANNING**

**COMPUTER APPOINTMENTS**  
**IBM SYSTEMS PROGRAMMERS**

**RECRUITMENT CONSULTANT**  
 (Basic £8,000 - £10,000 a.a.e.)

**TELEVISION**  
**SECRETARIES**

**INTERNATIONAL ARCHITECTURE**  
**ASSISTANT YOUNG COMPANION**

**PROPERTY TO LET LONDON**  
**SECRETARIES**

**EAST OF ENGLAND**  
**BURSTALL**

**ART GALLERIES**  
**PROPERTY WANTED**

**BUCKINGHAM MEWS SW1**  
**SOUTH ETON PLACE**

**FARLEY & CO**  
**SUSAN BEECHER**

**NEWCASTLE HEALTH AUTHORITY**  
**HEAD OF CORPORATE PLANNING**

**COMPUTER APPOINTMENTS**  
**IBM SYSTEMS PROGRAMMERS**

**RECRUITMENT CONSULTANT**  
 (Basic £8,000 - £10,000 a.a.e.)

**TELEVISION**  
**SECRETARIES**

**INTERNATIONAL ARCHITECTURE**  
**ASSISTANT YOUNG COMPANION**

**PROPERTY TO LET LONDON**  
**SECRETARIES**

**EAST OF ENGLAND**  
**BURSTALL**

**ART GALLERIES**  
**PROPERTY WANTED**

Vertical text on the far left edge of the page, possibly bleed-through or a margin note.

Vertical text on the far right edge of the page, possibly bleed-through or a margin note.

Today's television and radio programmes Edited by Peter Dear and Peter Davale

BBC1

6.00 Ceefax AM. News headlines, weather, travel and sports bulletins
6.50 Breakfast Time with Frank Bough and Sains Scott. Weather at 6.55, 7.25, 7.55, 8.25 and 8.55; regional news, weather and travel at 8.57, 7.27, 7.57 and 8.27; national and international news at 7.00, 7.30, 8.00, 8.30 and 9.00; sport at 7.20 and 8.20; a review of the morning newspapers at 8.37. Plus, Zoe Brown's teenage report; Glynn Christian with a recipe; and Richard Smith's phone-in medical advice.

TVAM

6.15 Good Morning Britain, presented by Anne Diamond and Nick Owen. News with Jane Irving at 6.17, 6.30, 7.00, 7.30, 8.00, 8.30 and 9.00; exercises at 6.20 and 9.17; sport at 6.35 and 7.35; cartoon at 7.24; pop video at 7.54; Moya Doherty's reasons at 8.43. Plus, a profile of Nancy Reagan and, at 9.12, Claire Rayner comments.



Robert Smeaton on the hill-farmer in Michael Darlow's film Accounts (Channel 4, 9.30pm). Tyrone Power and Orson Welles-Prince of Foxes (Channel 4, 2.30pm)

BBC2

6.55 Open University. Social sciences - rules rule, OK? Ends at 7.20
6.00 Daytime on Two: maths - how to find Venus 9.58. Communicating without words 10.15 Science workshop - tracks 10.38 Forecasting the ever-changing weather conditions 11.00 Geography for pre-teens 11.22 A boy's walk across a river. Orsini to spy on a province ruled by an elderly duke. These Orsini tells for the meeting of two cultures (Power), Boris is on the Orsini to spy on a province ruled by an elderly duke.

CHANNEL 4

2.30 Film: Prince of Foxes\* (1949) starring Tyrone Power, Orson Welles and Wendie Hendrix. Period adventure with Welles playing the part of Cesare Borgia, plotting to conquer the whole of Italy with the help of the poet in drama (Power), Boris is on the Orsini to spy on a province ruled by an elderly duke.

Radio 4

6.00 Shopping Forecast 6.00 News Briefing: Weather 6.10 Farming 6.25 Prayer (S) 6.30 News 6.35 Business News 6.55, 7.55 Weather 7.50, 8.50 News 7.25, 8.25 Sport 7.45 Thought for the Day 8.35 Yesterday in Parliament 8.57 Weather; Travels
9.00 News
9.05 The Natural History Programme. Pegasus. Keating and Kelly follow a band of vigilantes in an isolated Sussex village, banding for redgins. Rutherford talks to two people with something in common. Dr Jonathan Miller and Dr David Owen in the last of the series.

Radio 3

6.55 Weather, 7.00 News, 7.05 Morning Concert: Copland (An Outdoor Concert) (S); Debussy (Dante Suite); Haydn (Divertimento in E flat, H.V5); Warren (S); J. Haydn; Thompson; Schumann; Capriccio sinfonico; Berlin

BBC2

10.00 News on the hour Headlines 10.05, 1.05, 2.05, 3.05, 4.05, 5.05, 6.05, 7.05, 8.05, 9.05, 10.05, 11.05, 12.05. News on the hour Headlines 6.30 am and 12 midnight. 6.00 am Adrian John (Radio 3) 6.30 am Simon Bates (Radio 3) 12.00-4.00 am on Radio 2

Radio 2

6.00 News on the hour Headlines 6.30 am and 12 midnight. 6.00 am Adrian John (Radio 3) 6.30 am Simon Bates (Radio 3) 12.00-4.00 am on Radio 2

Radio 1

6.00 News on the hour from 6.30 am until 9.30 pm and at 12 midnight. 6.00 am Adrian John (Radio 3) 6.30 am Simon Bates (Radio 3) 12.00-4.00 am on Radio 2

WORLD SERVICE

6.00 News on the hour from 6.30 am until 9.30 pm and at 12 midnight. 6.00 am Adrian John (Radio 3) 6.30 am Simon Bates (Radio 3) 12.00-4.00 am on Radio 2

REGIONAL TELEVISION SERVICES

Space On Earth 7.00 Newyddion Sain 7.30 Eborac 8.35 Country Practice 3.30-4.00 Young Doctors 5.15-5.45 Survival Of The Fittest 6.00 Granada Reports 6.30-6.35 This Is Your Fight 7.30-8.30 Falcon Crest 11.00 Shelly 11.30 Fight Night 12.30am Closedown

East Africa Financial Managers Operations Managers Mechanical/Electrical Engineers Water Engineers. For assignment in East Africa, a variety of opportunities have arisen requiring individuals experienced in the above areas.

GRADUATE RE-TRAINING SCHEME. Do you have, or do you expect to obtain in 1986, a good honours degree (upper second or above) in a scientific discipline for which there is limited demand among employers?

WINTER SPORTS SKI WHIZZ. Ski Whizz offers ski holidays in the Alps. Contact Ring 01-370-0999.

MacG FEBRUARY SKI BARGAINS. MacG offers ski bargains for February. Contact Tel: 01-261-5446.

LE SKI FRIENDLY CHALET HOLIDAYS IN COURCHEVEL. Le Ski offers ski holidays in Courchevel. Contact 0484 548 996.

SIXTH FORM SCHOLARSHIPS for the INTERNATIONAL BACCALAUREATE. A residential, co-educational college with an international atmosphere. 275 students 16 plus.

UNIVERSITY OF CAMBRIDGE BOARD OF EXTRA-MURAL STUDIES FINANCE OFFICER. A graduate, preferably a qualified or part-qualified accountant, is sought to supervise the keeping and presentation of the Board's accounts.

GENERAL APPOINTMENTS MGB GT. MGB GT 11st registered June 1984. Chocolate 12,000 miles. Full service history. One grandmother owner. Tel: 201-210323.

Victims tell of torture by Marcos regime

From Alan McGregor, Geneva

Details of more than 80 cases of human rights violations in the Philippines, including torture... described as "part of a systematic scheme of suppressing dissent"

Council said yesterday that information arriving too late for inclusion in the book included the case of a campaign worker for Mrs Corazon Aquino...

MANILA: The Manila Times, closed down when President Marcos declared martial law 14 years ago...

The Manila Times is the second daily claiming an independent editorial policy to begin publication since President Marcos called the election...

The book describes torture techniques in the Philippines as "strikingly similar" to those practised and taught by US soldiers during the Vietnam war...



The effects of five busy days touring India appear to be taking their toll on the Pope as he yawns during a Mass attended by more than 500,000 people at Marina Beach in Madras yesterday.

Greece rejects asylum appeal from Duvalier

From Mario Modiano, Athens

Greece said yesterday it had rejected a request for political asylum from President Jean-Claude Duvalier of Haiti...

£4.35m to be spent on ethnic culture

By David Hewson Arts Correspondent

The Arts Council is to spend 4 per cent of its budget, £4.35 million, on Afro-Caribbean and Asian arts over the next two years...

Arts groups which receive money from the council will be asked to fill out a checklist on whether they are generally aware of the cultural traditions and art forms of Asia, Africa and the Caribbean...

The council's plan says the Afro-Caribbean and Asian communities are populous and face particularly grave social and cultural problems...

There are many fine Afro-Caribbean and Asian artists working in this country and their valuable contribution to the creativity and vitality of the nation's cultural life is not being fully appreciated...

The plan calls for a minimum of 4 per cent of Arts Council expenditure to be committed to the development of ethnic arts by the end of two years...

It also urges the development, implementation and monitoring of equal opportunities in employment policies, the appointment of a full time senior arts officer responsible for ethnic minority arts...

Letter from Berlin On the trail of the spy-swap lawyer

All talk here about the looming East-West prisoner exchange comes back to the two traditional participants in such transactions: Glienicke, the mysterious Berlin bridge, and Vogel, the mysterious Berlin lawyer...

Both were involved in the first of these exchanges to become part of popular memory. This was in 1962 when, from opposite directions, the U2 pilot, Francis Gary Powers, and the Soviet "masterspy", Rudolf Abel, walked across the bridge...

Since then, bridge and lawyer seem to have entered the myth and legend of East-West relations. But in this city for these last two days, while the bridge has been visible, the lawyer has not...

As to who Wolfgang Vogel, aged 61, actually is, some of what we read and hear makes him appear to be a kind of Lord Goodman of East Berlin: the councillor of his country's ruling class...

But his principle activity has not been Goodmannesque benignity about it. Herr Vogel fixes how much the West German Government has to pay to get East German political prisoners, and others, out of East Germany...

The search for Herr Vogel took me across the Wall at Checkpoint Charlie, and visa and currency formalities completed on a drive through East Berlin to the suburb of Friederichshagen...

There, at number four, Reilerstrasse, stood a time-green stucco, detached house with a polished brass plate...

Frank Johnson

THE TIMES INFORMATION SERVICE

Today's events

Royal engagements: Princess Anne, Chancellor of the University of London, visits Lillian Penon Hall of Residence, W.2, 2.30...

Last chance to see

Recent paintings by Anne Ginnell: Wolfson College, Linton Rd. Oxford: 10 to 4 (ends today)...

Recital by Wissam Boustany

(flute) and Russell Lomas (piano): The Royal Exchange Theatre, Manchester, 1...

Books - paperback

The Literary Editor's selection of interesting books published this week: FICTION: Dust Tracks on a Road, by Zora Neale Hurston (Virago, £4.95)...

Weather forecast

A cold unstable E airstream will cross the country: 6 am to midnight: London, Midlands, N Wales, NW, central N England, Lake District, Isle of Man, SW Scotland...

Anniversaries

Births: Anne, reigned 1702-14; London, 1665; Utagaki Hakuseki, poet and dramatist, 1778; Sir Charles Wheatstone, physicist, Gloucester, 1802; Sir Henry Irving, Keinton Mandeville, Somerset, 1838; William Marbury, physician, Nobel laureate, 1934; Stoughton, Wisconsin, 1892; "Babe" Ruth, baseball player, Baltimore, 1895...

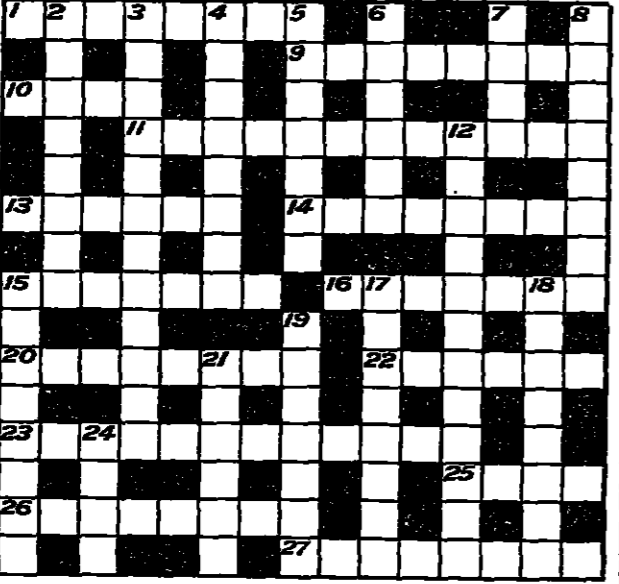
Roads

The Midlands: M5: Major roadworks between junctions 4 and 5 (A38 Bromsgrove/Birmingham SW/A38 Droitwich); contraflow: 50 mph speed restrictions; M5: Contraflow from junctions 2 to 3 (A4123 Dudley/Birmingham W and A456 Halesowen/Birmingham W); A49: Roadworks at three separate locations between Shrewsbury and Ludlow; each with temporary lights...

High Tides

Table with columns: TODAY, AM, PM, HT, FT. Lists tide times for various locations like London Bridge, Aberdeen, Avonmouth, etc.

The Times Crossword Puzzle No 16,962



ACROSS: 1 This plant is a nuisance, you and I would say (8). 9 Sixth, perhaps - a blissful state to an art benefactor (8). 10 What a surprise, finding the orderly officer in one (4). 11 Singer opposed to the general trend (7-3). 13 Read carefully through a form of service (6). 14 Outline of film on race is distorted (8). 15 The book of the law (7). 16 Normally young Brunel's territory (7). 17 Scotsman in van taking England's opener for a drink (8). 22 Beer for the conierge (6). 23 A student of world-shaking events (12). 25 In the same passage one's identified as a wader (4). 26 They should like a nobleman's statements (8). 27 Members of REME unit, one insubordinate to Captain Bligh (8). DOWN: 2 Trendy former spouse, presumptuous though lacking skill (8). 3 Eccentric is so crude - out to be uncivil (12). 4 It can be eaten cold - use after cooking fast (8).

£250,000 bond

The winning number of this month's £250,000 Premium Bond prize is 7AW 525386. The winner lives in Dunbartonshire.

Parliament today

Commons (2.30): Debate on the Royal Navy. Lords (3.00): Third reading of the Agricultural Holdings Bill: First day of the report stage of the Shops Bill: Gaming (Amendment) Bill (committee stage).

The pound

Table with columns: Bank, Buy, Sell. Lists exchange rates for Australia, Austria, Belgium, Canada, Denmark, France, Germany, Hong Kong, Italy, Japan, Netherlands, Portugal, South Africa, Sweden, Switzerland, USA, Yugoslavia.

Navigators contest

Details and entry forms for the Royal Institute of Navigation's 1986 Navigators Competition are available from The Royal Institute of Navigation, 1 Kensington Gore, London, SW7 2AT; tel: 01-589 5021. Competitors, aged 8 to 23, are asked to write about getting from one place to another: a journey, or invent a new navigational technique, or write a history of some sort of navigation. The closing date for entries is October 1, 1986. The prize giving will be held in London in early January 1987.

Snow Reports

Table with columns: Depth (cm), Conditions, Weather, Runs to resort. Lists reports for Austria (Igls, Axamer Lizum, Seefeld), France (Megève), Switzerland (Andermatt, Davos, Grindelwald, Murran), Italy (Courmayeur).

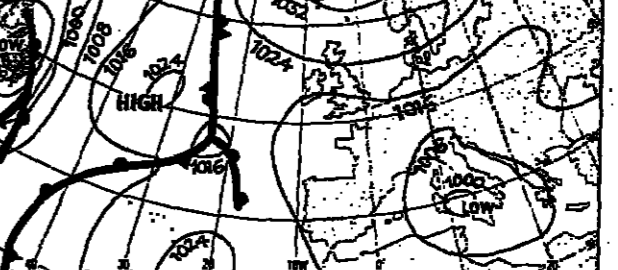


Table with columns: Sun Rain, Max, Min, Sun Rain, Max. Lists weather data for various locations across Britain.

Around Britain

Table with columns: Sun Rain, Max, Min. Lists weather data for locations around the coast of Britain.

Abroad

Table with columns: Sun Rain, Max, Min. Lists weather data for various international locations.

Handwritten Arabic text at the bottom of the page.